

ASCCA May 2018 Team Weekend Recap

This past weekend, ASCCA leaders met in Sacramento for the May 2018 Team Weekend. After opening the meeting with the pledge of allegiance, ASCCA President Rocky Khamenian inducted ASCCA's newest members and recognized ASCCA's Corporate Partners for their continued support. Special recognition was also given to Kukui, which sponsored ASCCA's purchase of brand new AV equipment to be used at future Team Weekends.



Committee Meetings

Saturday morning, ASCCA's various committees met face-to-face, and the committee chairs later provided an update to the Chapter Representatives Committee on the work ASCCA's committees are doing on behalf of the association, its members, and the industry.

The first update came from John Eppstein, who is the chair of [ASCEF](#), ASCCA's educational foundation. John reviewed the work the foundation does to support the next generation of automotive repair professionals and the foundation's Cars 4 Careers program. John offered himself as a contact for any member who has questions about the foundation or the Cars 4 Careers program and spoke about the efforts that the foundation is making to work with ASCCA's Corporate Partners to donate to the foundation or set up a fund in their name.

Dave Kusa provided an update on the **Connected Cars Committee** on behalf of Carolyn Coquillet. Dave reported that the committee is regularly engaging with SAE and NASTF and is working on the committee's second quarterly digest, the first of which is available [here](#) on the ASCCA website. He then discussed the importance of show owners to apply for an LSID before the program becomes backlogged. Attaining an LSID allows member shops to become a registered NASTF vehicle security professional. Anyone interested in applying can do so [here](#).

Rory Balmer reported on the work of the **ETI Committee**, which is working on the agenda for the educational summit, the Friday of [September Team Weekend](#). The committee is also looking at new ways to provide ASCCA members with original, online training videos. The committee is also looking at developing materials to educate students on the role and value of ASCCA in the automotive repair industry.

Dave Kusa provided the committee with an update from the **Government Affairs Committee**. It was reported that 36 ASCCA members attended the 2018 Legislative Day, and the committee is working on ways to get an earlier start with Legislative Day promotion. The committee continues to participate as an advisory member on the BAR Advisory Group (BAG), and Dave Kusa will serve as the lead for the committee. He also notified the committee that electronic invoicing, estimating, and approval should be available later this year. To stay up-to-date on legislation that ASCCA and its lobbyist Jack Molodanof is monitoring, visit the legislation page of our website [here](#).

Mitch Mendenhall provided a **Membership Committee** update, noting that we are at a net +14 members this year—on track for the first positive net membership growth in the past several years. Mitch also suggested that the Chapter Reps spread the word about [ASCCA's liaison program](#) both as an opportunity for individuals to become a liaison and to utilize them to help grow the chapter and ASCCA.

Jerry Kubitsky updated the committee on the **Public Relations Committee**, which has sent out the new table top inserts to the members. The committee is also working to provide new ASCCA members with the tabletop display and the inserts. The annual tabletop display contest will begin soon, and notifications will be sent via TeamTalk. The committee is also working to recognize employees of member shops that play an active role in the community.

John Epstein provided an update on the **Revenue and Benefits Committee**. He recognized ASCCA's newest corporate partner—XXXX—and thanked all of ASCCA's sponsors for their continued support. He asked the committee to support ASCCA's Corporate Partners and talk about them and recognize them at their chapter meetings. He also reminded the committee that if a chapter refers a new ASCCA Corporate Partner, they receive a percentage of the sponsorship.

The **Chapter Representatives Committee** continues its work of trying to identify ASCCA members who sit on a college or high school automotive program advisory board, to ensure that the voice of the independent automotive repair industry is being heard. ASCCA will be sending out a survey to all ASCCA members and chapters in the next week to attain this information. The committee is also excited to have a new program to help fund first-time Team Weekend attendees to attend Team Weekend. The committee will begin developing the policies for this program in time to help first-time attendees join us in San Diego for our [September Team Weekend](#).

ASCCA Awards and AESWave Raffle Drawing

During the lunch break, ASCCA President Rocky Khamenian made a special award presentation to ASCCA's newest honorary lifetime member, Paul Grech of Chapter 21 (San Francisco). Paul was nominated by German Lara and the Chapter Representatives Committee and unanimously approved by the Board of Directors. In his presentation, Rocky noted Paul's 40-plus years of

“inspiring and mentoring countless young shop owners at his chapter meetings and at Team Weekends.”



Following Rocky’s remarks, German Lara shared a few words about meeting Paul as a high school student and being amazed by his knowledge about automotive repair and owning a business and how much he learned from him.



Following the award presentation, Rocky Khamenian and Paul Grech drew names to find out who would win the AESWave-sponsored raffle prize, an Autel MaxiSYS ELITE with a two-year subscription—valued at \$4,600! After a few spins of the drum, a ticket was drawn and the winner was John Eppstein! Thank you to AESWave for sponsoring the raffle and to all of the chapters who sold tickets.

Education Training

Following the lunch break, attendees participated in education training. This Team Weekend's training, generously sponsored by WORLD PAC, was presented by Jeremy O'Neal and titled *The Effective Shop Owner*. In his training, Jeremy covered topics important to any small business owner, including tips on how to create the life you want, manage your time effectively, improve your productivity and effectiveness, create a task management system, and the most important task—becoming a success coach for your employees. Thank you to Jeremy and WORLD PAC for providing ASCCA members with new tools on how they can take their shop to the next level.



Board of Directors Meeting

On Sunday morning, the Board of Directors met. In his president's report, Rocky Khamenian thanked the board members for all the work they do on behalf of the association and encouraged continued out-of-the-box thinking about how ASCCA can continue its positive trajectory of growing its membership and maintaining its position as the industry's leading association. He also spoke about the current elections for the 2019 Board of Directors, encouraging current board members to think about the next generation of leaders and encouraging them to get involved. Anyone interested in applying to serve on the Board can fill out an application posted [here](#) on the ASCCA website.

In an effort to continue encouraging Team Weekend attendance, the board officially voted to approve the Chapter Representatives Committee recommendation to have its budget reallocated to fund first-time team weekend attendees. Several board members noted the importance of attending a Team Weekend to really understand all the association does on members' behalves and expressed their optimism that this funding will help bring new leaders and fresh ideas to the association's leadership.

Registration for September and November Team Weekends Now Open!

Thanks to all who joined us this weekend in Sacramento. We hope to see you at our [September Team Weekend](#) in San Diego and our [November Team Weekend](#) in Sacramento. Registration for both are now open!