

Associate Advisory Committee Meeting

March 11, 2020

AASP-MN Office

Meeting Recap

Present: Loren Feldkamp, Scott Lindner, Brittany Reilly, Brad Schmid, Patrick McKinney, Shane Kelly, Andrea Ossowski, Deb Ferrao, Rick Miller, John Majchrzak, Jeremy Schulz, Judell Anderson

I. WELCOME AND CALL TO ORDER

The Associate Advisory Committee meeting was called to order by Loren Feldkamp. Cell phone policy was noted and those present introduced themselves. Judell reminded everyone of the purpose of the meetings.

II. BRIEFING: ISSUES/INITIATIVES

Collision Division/Legislative

AASP-MN's legislative proposal to make it an unfair claims practice for an insurer to deny payment for repair operations and procedures performed in accordance with the original vehicle manufacturer's documented technical procedures received an informational hearing in the Minnesota House Commerce Committee on March 3rd. (The bill would not change current law regarding the types of parts to be used in the repair of a damaged vehicle.) AASP-MN made its case for why the legislation is necessary and the Insurance Federation of MN, LKQ and Automotive Recyclers of MN weighed in with their reasons for opposing the measure. It was apparent from the tone of the hearing that this repair industry initiative will continue to face barriers to enactment unless we can find a compromise with the opposing parties. AASP-MN's Collision Advisory and Government Affairs Committees will be meeting to discuss next steps.

Mechanical Division

Enrollment for the 2020 *Get to Know Your Neighborhood Auto Repair Pro*[™] campaign is currently under way. The program will be evaluated in the coming months to determine if changes need to be made to ensure its continued effectiveness.

MNCARS (Minnesota Careers in Auto Repair & Service) Update

MNCARS continues to participate in events to promote careers and education in the collision repair and auto service industry. The entire industry is encouraged to utilize the resources found in the MotorMouth toolbox. An exciting development is the ASE Education Foundation's interest in licensing MNCARS materials.

Leadership 2020

Judell reported that Lee Schlosser with Autoworks Collision Center in Rockford and Jeremy Nordgren with Nordgren Auto Repair in Medina have been nominated to fill the open collision and mechanical seats on the AASP-MN Board of Directors, effective April 1.

III. MEMBERSHIP UPDATE

Judell reported that, although AASP-MN achieved a 90% retention rate for 2019 renewals, it ended the year with a net loss of 20 members. The industry dynamics that contributed to this trend were discussed.

The Alliance continues to seek the right person to serve as a part-time membership coordinator and committee members were asked to provide any referrals to Judell for follow-up.

Additionally, the association plans to ramp up its activity on social media this year and committee members were encouraged to like and share Facebook posts to help increase awareness of the association's events and work on behalf of the industry.

IV. 2020 Annual Meeting & Leadership Conference

Annual Meeting & Leadership Conference is scheduled for April 23rd at Delta Hotels Minneapolis Northeast. Judell encouraged those present to help promote the event to their customer base.

V. ROUNDTABLE DISCUSSION

Discussion included factors in the collision repair marketplace leading to consolidation, the movement towards OEM certification and the counter-movement towards increased shop independence. ADAS will continue to have a huge impact on auto service and collision repair operations.

VI. UPCOMING EVENTS

- MNCARS events – ongoing, please help when available
- SkillsUSA contests – April 4 @ Dakota County Technical College, Rosemount
- Annual Meeting & Leadership Conference – April 23 @ Delta Hotels Mpls Northeast
- Golf Outing – June 16 @ Keller Golf Course
- The next meeting will be the Joint Advisory Committee meeting in June. The new LKQ facility was discussed as a possible host site.

There being no further business, the meeting was duly adjourned.