



ACRA 2022 D.C. CAR RENTAL CONFERENCE

SCHEDULE

Sunday, September 18, 2022
(Dress Code – Casual)

7:00 p.m.

Last Meal Before Boot Camp

Uncle Julio's Mexican from Scratch (4 Blocks from Hotel)
4301 N. Fairfax Drive
Arlington, VA 22203

Monday, September 19, 2022 – ACRA Car Rental Boot Camp – Operations
(Westin Arlington Hotel -- Dress Code – Business Casual)

7:30 a.m.

Hot Breakfast Chow Line

8:15 a.m.

Early Morning Inspection and Individual Sound Offs

"Sargeant Major" Sharky Laguana, ACRA President
Chief Executive Officer, Bandago

8:30 – 9:15 a.m.

Recruitment – Acquisition of Your Fleet Assets

Mike DeLorenzo, NP Auto Group

9:15 – 10:00 a.m.

Quartermaster – Fleet Financing

Kirk Browning & Garret Kraus, 1st Source

10:00 – 10:15 a.m.

Latrine Duty and "Joe" Break

- 10:15 – 11:00 a.m. Judge Advocate General – Car Rental Legal Issues
Leslie Pujo of Place Koch & Wes Hurst with Polsonelli
- 11:00 – 11:45 a.m. Camouflage and Deception – Fraud Prevention
Alesander Salamandra, Vesta
- 11:45 – 12 noon Lunch Chow Line
- 12:00 p.m. – 1:30 p.m. Corps Leadership Briefing – General Counsels Roundtable
Moderator – Leslie Pujo, Plave Koch
Jean Sera, Avis Budget Group
Mike Andrew, Enterprise Holdings
Colleen Batcheler, The Hertz Corporation
- 1:30 – 2:15 p.m. TRICARE Briefing – Insurance Procurement, Ancillary Benefits, HR and Benefits
Teresa Quale, Sonoran
Kathy Egan, Lancer Insurance
Craig Scurato, Leslie Saunders Insurance
John McAllister, Lula Technologies
- 2:15 – 2:30 p.m. R&R Break
- 2:30 – 3:15 p.m. Corps Logistics and Efficiency – Fleet Management and Telematics
Rob Minton, Geotab
Mark Novak, Zubie
Colm Menton, RentalMatics
Apoorz Chawla, RateGain
- 3:15 – 4:15 p.m. Assets in the Field – Damage Collection and Vehicle Recovery
Michael Towers, Hawthorne Estimating
David Purinton, Purco
Paula Vercollone, Damage ID
Matt Zabelle, Hawkeye Claims
- 4:15 – 5:00 p.m. Mustering Out – Fleet Disposition
KC Baack, Budget Atlanta
- 5:00 p.m. Dismissed from Day #1 of ACRA Boot Camp
- 5:30 p.m. – 7:30 p.m. Pass-in-Review Reception – Graduation from Operatal Boot Camp
Westin

**Tuesday, September 20, 2022 – ACRA Car Rental Boot Camp – Policy
(Westin Arlington and Capitol Visitors Center -- Dress Code – Business Attire)**

- 7:30 a.m. Hot Breakfast Chow Line
Westin
- 8:30 a.m. Metro to Capitol Visitors Center
First Street, N.E.
Washington, DC.
- 9:45 a.m. Hearing from the House “General” -- Speaker of the House Nancy Pelosi (D-CA)*
- 10:00 a.m. Assets and the Future -- Panel Discussion on Vehicle Policy Priorities

Moderator – Greg Scott, ACRA
Dave Schwiert, Alliance for Automotive Innovation
David Regan, National Automobile Dealers Association
Michael Joyce, American Automotive Leasing Association
- 11:00 a.m. Powering the Corps – Federal Electric Vehicle Policy

Moderator – Sharky Laguana, ACRA
Trevor Dean, Office of Senator Cortez Masto (D-NV)
Ben Prochazka, Electrification Coalition
Todd Hauptli, American Association of Airport Executives
- 12:00 noon Midday Chow Break
- 12:30 p.m. Hearing from an Industry Hero – Rep. Sam Graves (R-MO), Ranking Republican, House Transportation and Infrastructure Committee
- 12:45 p.m. Defending Home Base – Pending Sunset of Full Expensing of Personal Property

Moderator – Noah Jacobson, AT&T
KC Baack – Budget of Atlanta
Rep. Jodey Arrington (R-TX), Member, House Ways and Means Committee
Sen. Catherine Cortez Masto (D-NV), Senate Finance Committee
- 1:45 p.m. Primary Commander for Corps Federal Issues – Rep. Frank Pallone (D-NJ), Chairman, House Energy and Commerce Committee
- 2:00 p.m. R&R Break
- 2:15 p.m. Boot Camp for Securing Allies – Making Friends in the Lobbying Game

Moderator – Greg Scott, ACRA
Sharky Laguana, Bandago
Joe Durso, Embrace Families and Former Commissioner, City of Longwood, FL
Andy Dolloph, Enterprise Holdings
- 3:15 p.m. Future Corp Leadership – Rep. John Thune (R-SD), Republican Whip, United State Senate
- 3:45 p.m. Dismissed from Day #2 of ACRA Boot Camp

4:30 p.m. Intelligence Training -- ACRAPAC Congressional Reception
(Open to 2022 ACRAPAC Contributors Only)

Sonoma Restaurant
223 Pennsylvania Avenue, S.E.
Washington, D.C.

4:30 p.m. – Metro Back to Westin
6:30 p.m.

7:00 p.m. Pass-in-Review Graduation Dinner – Seated Dinner for Boot Camp Graduates

Mussel Bar (Across Street from Hotel)
800 North Glebe Road
Arlington, VA

Wednesday, September 21, 2022 -- ACRA Boot Camp – From Discussion to Action
(Westin and Rayburn House Office Building -- Dress Code – Business Attire)

7:30 a.m. Sponsored Continental Breakfast and Congressional Briefing
Westin

8:30 a.m. Metro to Hill Meetings with Legislators and Staff (Farecards to be provided)(Luggage
stored at hotel)

9:30 a.m. Putting Training to the Test on the Field of Battle

Meetings with elected officials and staff on Capitol Hill with regional groups and
experienced lobbyist “squire”
Rayburn House Office Building

1:30 p.m. Depart by Metro for Hotel

2:30 p.m. Graduates Depart ACRA Boot Camp for Extended R&R