



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

8:00 – 8:15 a.m.

Early Morning Inspection and Individual Sound Offs

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

8:15 – 8:30 a.m.

ACRA Annual Meeting

8:30 – 9:30 a.m.

Joint Chiefs Meeting – ACRA Board of Directors Meeting (Open to All Attendees)

9:30 – 10:30 a.m.

Corps Quartermaster – Acquisition and Financing of Your Fleet Assets

Moderator -- Mike DeLorenzo, NP Auto Group
Kirk Browning & Garret Kraus, 1st Source
Mark Eckhaus, Eckhaus Fleet

- 10:30 – 11:30 a.m. Judge Advocate General – Car Rental Legal Issues & Software
Moderator -- Leslie Pujo, Plave Koch PLC
Wes Hurst, Polsinelli Law Firm
Don Hublicki, Global Toll Services
- 11:30 – 12:30 p.m. TRICARE Briefing – Insurance Procurement, Ancillary Benefits, HR and Benefits
Moderator – William Harris, Edge Rental Car
Teresa Quale, Sonoran
Joe Wilson, Williams & Stazzone
Craig Scurato, Leslie Saunders Insurance
John McAllister & Eric Ramos, Lula Technologies
Bill Harnett, Zurich North America
- 12:30 – 12:45 p.m. Lunch Chow Line – Buffet Lunch
- 12:45 – 2:00 p.m. Corps Leadership Briefing – General Counsels Roundtable
Moderator – Leslie Pujo, Plave Koch PLC
Jean Sera, Avis Budget Group
Mike Andrew, Enterprise Holdings
Colleen Batcheler, The Hertz Corporation
- 2:00 – 3:00 p.m. Corps Logistics and Efficiency – Fleet and Revenue Management and Telematics
Moderator – Sharky Laguana, Bandago
Rob Minton, Geotab
Mark Novak & Chad Caswell, Zubie
Colm Brady, RentalMatics
Denis Gjoni, Tollaid
- 3:00 – 4:00 p.m. Assets in the Field – Damage Collection and Vehicle Recovery
Moderator – Bill Wallschlaeger, Midwestern Wheels
Michael Towers, Fleet Salvage Systems
David Purinton, PurCo
Paula & Jack Vercollone, Damage ID
Charles Caravella & Matt Zabelle, Hawkeye Claims
Vaughn Clemmons, American Recovery Association
- 4:00 – 5:00 p.m. Mustering Out – Fleet Disposition
Moderator – Jennifer Gelder, Budget Car & Truck of Atlanta
Phil Spink, Tom Wood
Alan Willard, Greater Atlanta Auto Auction
- 5:00 p.m. Dismissed from Day #1 of ACRA Boot Camp
- 5:30 – 7:30 p.m. Pass-in-Review Reception – “Heavy” Hors d’oeuvres
- Evening Time Available for Supplier Hospitality

Tuesday, September 20, 2022 – ACRA Car Rental Boot Camp – Policy

(Westin Arlington and Capitol Visitors Center -- Dress Code – Business Attire)

- 7:30 – 8:15 a.m. Hot Breakfast Chow Line
Westin
- 8:15 – 9:45 a.m. Metro to Capitol Visitors Center
First Street, N.E.
Washington, DC.
- 9:45 – 10:00 a.m. Hearing from the House “General” -- Speaker of the House Nancy Pelosi (D-CA)*
- 10:00 – 11:00 a.m. Corps MPs – Law Enforcement Aspects of Car Rentals

Moderator – Robert Muhs, Avis Budget Group
Robert Skidmore of DHS' Office of Homeland Security Investigations (Vehicle Theft Rings)
Mike Camal of DHS' Center for Combating Human Trafficking (CCHT); and,
Howard Nusbaum, Administrator, National Salvage Vehicle Reporting Program (Catalytic Converter Thefts)
- 11:00 – 12:00 p.m. Powering the Corps – Federal Electric Vehicle Policy

Moderator – Sharky Laguana, ACRA
Trevor Dean, Office of Senator Cortez Masto (D-NV)
Torin Spencer, Electrification Coalition
Marcus Charuvastra, TurnOnGreen
William Zierolf, Hitachi
- 12:00 – 12:30 p.m. Midday Chow Break
- 12:30 – 12:45 p.m. Hearing from an Industry Hero – Rep. Sam Graves (R-MO), Ranking Republican House Transportation and Infrastructure Committee
- 12:45 – 1:45 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 – 2:00 p.m. Primary Commander for Corps Federal Issues – Rep. Frank Pallone (D-NJ)
Chairman, House Energy and Commerce Committee
- 2:00 – 2:15 p.m. R&R Break

- 2:15 – 3:15 p.m. Boot Camp for Securing Allies – Making Friends in the Lobbying Game
Moderator – Greg Scott, ACRA
Sharky Laguana, Bandago
The Honorable Joe Durso, Former Mayor, City of Longwood, FL
Andy Dolloph, Enterprise Holdings
- 3:15 – 3:45 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 – 6:30 p.m. Metro Back to Westin
- 7:00 – 8:30 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 – 8:15 a.m. Sponsored Continental Breakfast and Congressional Briefing
Westin
- 8:15 – 9:30 a.m. Metro to Hill Meetings with Legislators and Staff
(Farecards to be provided)(Luggage stored at hotel)
- 9:30 a.m. House "Army" Will Gather in 2060 Rayburn House Office Building and Split into
Regional "Squads" with "Squires"

Senate "Army" Will Gather in _____ Senate Office Building and Split into
Regional "Squads" with "Squires"
- 9:30 a.m. – 1:30 p.m. Putting Training to the Test on the Field of Battle

Meetings with Senators, Representatives and their staff to press for ACRA's
Federal Policy Priorities
- Lunch On Own as Schedule Permits in Hill Cafeteria's and Snack Bars
- 1:30 p.m. Depart by Metro for Hotel
- 2:30 p.m. Graduates Depart ACRA Boot Camp for Extended R&R