

Preparing for a “A Whole New World” CMSA 2021 Convention

No one can argue that 2020 has been a doozy! As we look towards 2021, we thought it appropriate to make the theme of CMSA’s 2021 Convention “A Whole New World.”

So many things have changed in our daily lives and in the way we do business. CMSA hopes to bring a little bit of normalcy back by inviting everyone to our Annual Convention being held at the Omni Rancho Las Palmas in Rancho Mirage California from May 11-16, 2021.

Let’s examine this whole new world we are living in together and have fun reconnecting at a beautiful California desert oasis!

The Omni Rancho Las Palmas is a relaxing oasis with a backdrop of mountains and palm trees. It offers an ideal escape in the Coachella Valley.

Whether you are looking to soak up the sun next to a quiet pool or have raucous fun time with the kids at a water park, you will love this resort! The Azure Pool is elegantly decorated and reserved for adult guests. Splashtopia is an onsite water park complete with water slides, lazy rivers and water play zones. There is even a Spa Pool reserved exclusively for spa guests!

(2021 CONVENTION continued on page 12)



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<https://www.thecmsa.org/html/community/scholarships.htm>



CHAIRMAN'S CORNER

by John Chipman, Jr.

Is it OK to gloat about a ballot victory? Yes, at least when the result represents the will of Californians and is sprinkled with irony. That is the outcome of Proposition 22's victory on November 4, 2020. After all ballots were counted, 58.5% of CA voters supported Prop 22, which means app-based drivers for rideshare and delivery companies can work as independent contractors ("ICs"). Now [AB 5's three prong employment test](#) does not apply to them, which was the main purpose of the legislation in the first place. It is difficult to miss the irony. Sacramento Politicians specifically targeted the emerging gig economy when AB 5 went into law on January 1st of this year, deciding that app-based workers should presumptively be employees. But then the very companies Sacramento targeted, including Uber and Postmates, successfully fought back with buckets of money and

a commonsense appeal to voters. Nine million Californians responded by voting for worker independence when they said "Yes" to Prop 22. Please gloat.

The legal distinctions between employees and ICs in CA have degenerated from the venerable *Borello* test because of **Dynamex**, AB 5, AB 2257, and Prop 22, and now resembles the "Theatre of the Absurd." Here are several examples.

The Lyft driver headed to Pasadena gets to be an IC, but the yoga instructor riding to work in the back seat must satisfy the stringent AB 5 test to be an IC. Recording artists and writers can work as ICs, but massage therapists and hairstylist are legally presumed to be employees. (Editorial: Could the distinction be that therapists do not write politically critical Op-Eds, and hairstylists don't make millions recording for music companies?) There is a legal presumption the driver hauling frozen chickens in San Diego is an employee, but the Door Dash driver delivering pizza in Redding is now definitely an IC. What if Maoists set up a trucking company in Bakersfield and want to op-

(CHAIRMAN'S CORNER continued on page 4)

Merry Christmas

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PRESIDENT'S COMMENTS

By Steve Weitekamp

I hope that you were pleasantly surprised to see our promotion of the CMSA's 103rd annual Convention at the Omni Rancho Las Palmas Resort and Spa, in Rancho Mirage, CA. If you are

anything like me, and the numerous members I have spoken with, you long for the opportunity to once again gather with your California Moving and Storage Association (CMSA) friends and colleagues. We look forward to the chance to share critical industry information, network with fellow movers and associate members, and have a good time with friends old and new. We know that it is only December and that COVID 19 continues to be a tremendous challenge for our businesses and our country, but we choose to be optimistic that a brighter day is on the horizon and we will be able to gather again, hopefully in May of 2021. If we are unable to conduct a safe and compliant convention on

the scheduled date, we will cancel and refund registration fees.

Over the last several weeks we have been communicating with the Bureau of Household Goods and Services (BHGS) on the adjustments to the Maximum Rate Tariff 4 2021. The good news is that the Bureau has worked hard to get us a draft for review in a timely fashion. We are pleased with their efforts and intend to post the 2021 MAX 4 on our website and email a link to all members as soon as it is finalized, hopefully the first working day of 2021. Be on the lookout and be sure to replace all current copies with the new 2021 Tariff.

Even though we have dedicated a significant amount of this issue to the passing of former CMSA President Doug Hill, my column would not be complete without taking a moment to reflect on his impact on the CMSA, its membership, and me. Perhaps I am uniquely qualified. I definitely was not his closest or oldest friend, though I have heard from them and was honored to host a Zoom virtual wake, where several spoke of

(PRESIDENT'S COMMENTS continued on page 5)

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(CHAIRMAN'S CORNER continued from page 2)

erate using an IC model? Theoretically they could, but only after satisfying AB 2257's *Business to Business (B2B) exception rule*, which is more convoluted than the Chairman's *Little Red Book*. At the same time the Maoists seek advice from counsel regarding the B2B exception, "Fisherpeople" in Del Norte County operate as ICs while they reel in the catch of the day. Who knows a good sea-shanty? Lord help us: there is no rhyme or reason to the spectacular worker classification mess in CA.

Which gets me to the State of Georgia. Run-offs for two US Senate seats will be held on January 5, 2021. If Democrats win both seats, they will have control of both houses of Congress and the White House. The outcome will have huge impact on Joe Biden's Presidency for at least the next 2 years. It is difficult to find a historical equivalent for the upcoming Peach State election. Not since General Sherman captured Atlanta during the Civil War -- effectively re-electing President Lincoln in 1864 -- has Georgia played such an outsized role in US

politics.

Why is GA's election a big deal for CA Movers and Suppliers? President elect Biden and Democrats support the Protecting the Right to Organize Act (**PRO Act**). If signed into law, the **PRO Act** would fundamentally change how movers operate throughout the US. The **PRO Act** adopts AB 5's three prong employment test. It also creates a *presumption* of an employment relationship between employers and ICs.

Under the **PRO Act**, ICs would not be entrepreneurs; they'd be employees. Interstate ICs would be denied the opportunity to take on greater risk in exchange for higher compensation, flexible scheduling, and the ability to accept and reject work as they see fit. Van lines and independent movers would have to abandon the interstate IC transportation model they have used successfully for decades to take care of customers. Unions would surely be tempted to organize interstate drivers.

The American Moving & Storage Conference's Katie McMichael states: "The **PRO**

(CHAIRMAN'S CORNER continued on page 5)



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(PRESIDENT'S COMMENTS from page 3)

their dear friend. What I am is someone who considered him a mentor and a friend from the perspective of a member, an Association officer and Chairman, and finally as a colleague who succeeded someone who continuously raised the bar for our Association. I am grateful for all he did at each stage of my career and I will miss him. If one of the true successes of a life is to have a positive impact on those with whom you come in contact, Doug was truly a success. As he would say, whatever you want to achieve, **"you gotta wanna."**

(CHAIRMAN'S CORNER continued from page 4)

Act would be a nightmare for the moving community."

On November 23, CA Movers and Suppliers celebrated (via Zoom) former CMSA President Doug Hill's life and service to our industry.

The first time I saw Doug was in the early-1990's. We were at crowded PUC sponsored meeting on Van Ness Avenue in San

(CHAIRMAN'S CORNER continued on page 7)

CMSA's Greater LA/OC Joint Chapter Holiday ZOOM Toy Drive and Cocktail Party

Thanks to all that donated toys and gift cards to our toy drive. This year we will be donating all of the toys to the Ronald McDonald House Charities - Orange County



CMSA President Steve Weitekamp delivers toys to Orange County Chapter President/CMSA Secretary Shiree Hammer.

A festive advertisement for Pioneer Packing. It features a sleigh filled with boxes, pulled by a team of reindeer with large, glowing antlers. The background is a snowy, blue-toned winter scene. The text "The Perfect Package" is written in a cursive font, and "PIONEER" is in large, bold, red capital letters. The website "Pioneerpackinginc.com" is at the bottom right.

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(CHAIRMAN'S CORNER continued from page 5)

Francisco. There were lots of unhappy movers on hand to hear about the end of the minimum rate tariff in California. (Does anyone recall when a van & two men were \$77.50/hour, and the extra helper was \$24.10/hour?) Actually "unhappy" does not properly describe the audience's mood that day. Bay Area movers were livid about the tariff change and seemed on the verge of storming the PUC offices.

Just as I was eyeing my escape route to avoid the riot, Doug spoke up. His voice quieted the would-be mob. Doug patiently described the PUC's lengthy regulatory process, including eliciting public opinion and determining the fiscal impact of the tariff changes. Unfortunately, Doug's thoughtful, regulatory explanation was completely lost on most of the movers. As far as the crowd knew, Doug might as well have been conjugating Latin verbs at the black board. As the befuddled movers started to find their anger again, Doug quickly changed tactics. He deployed his commanding voice and confident stature to full effect saying: the deadline to

fight the PUC's change had past, and the minimum rate tariff is dead in CA. Doug shut the crowd up. The movers were not happy, but at least they understood. Hostilities averted; Doug laid out what was to expect from the new maximum rate tariff. Mission accomplished. Doug was a champion for the CMSA and will be greatly missed.



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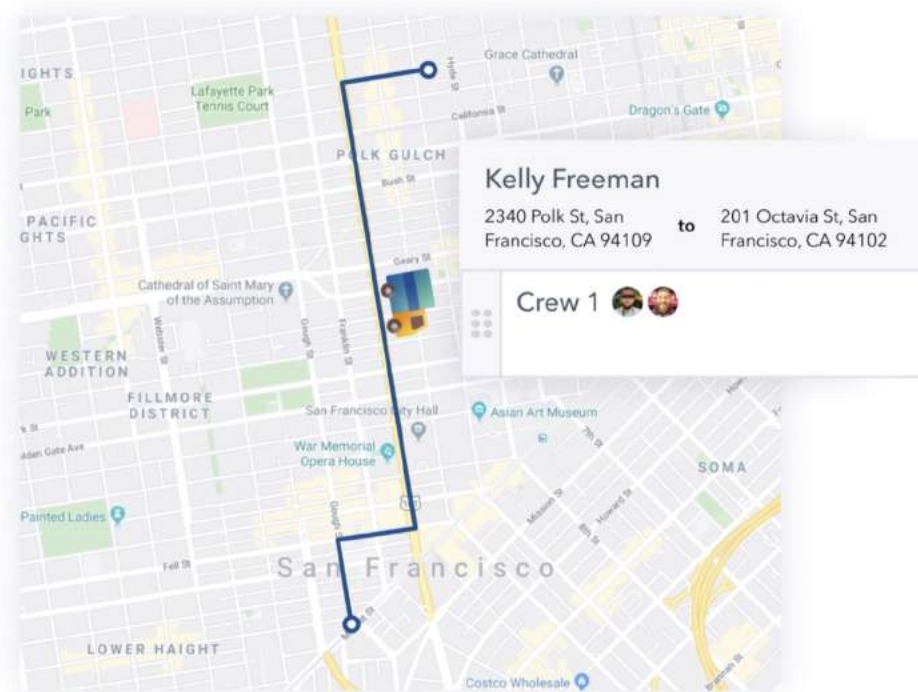


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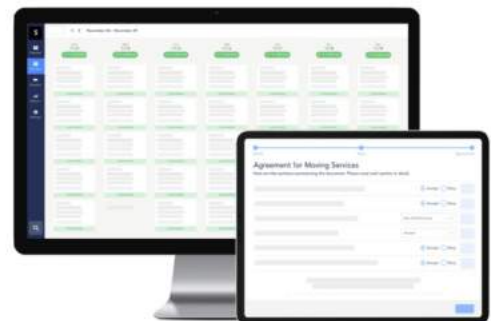
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MEMORIAL BULLETIN



Douglas Hill 1941–2020

A native of Palo Alto, CA. Doug attended Bellarmine Prep in Santa Clara, CA and graduated from Seattle University after a brief

stint in the Army.

Doug made the moving business his career, working in van line as well as local moving companies. This experience prepared him well to take on his next position.

In 1985 Doug became the President of the California Moving and Storage Association, representing licensed movers in the state. He held this position until his retirement in 2006. and under his leadership, CMSA became the largest state movers trade association. He took pride in working closely with both movers and regulators on behalf of consumers.

Doug attended meetings of all the state chapters logging thousands of miles in a series of Jeep Cherokees. He was particularly proud of the establishment of the CMSA

Scholarship Fund which annually awards \$2,000 scholarships to students related to those employed in the industry. Since much of the money raised involved golf or good food, Chapters could count on Doug to participate. He especially loved making congratulation calls to the winners!

Active in industry and civic organizations. Doug was honored by the Moving and Storage Institute with their Distinguished Service Award in 2006.



Doug and his wife, Becky, retired the summer of 2006 and moved to Panama for the experience of living in a foreign country and the opportunity to travel! By 2011 they were ready to return to Southern, CA, and re-retired to the Palm Springs area.

He is survived by Becky, his wife of 44 years, a sister, Melinda Gammage, three children, Penny Bowles, Laura Armstrong and Joseph DeMilita, and three grandchildren. No services are planned at this time due to COVID-19.

As a remembrance of Doug, the family suggests a donation to the CMSA Scholarship Fund or a round of golf in his honor, or both! Gottawanna!



(DOUGLAS HILL continued on page 11)

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(DOUGLAS HILL continued from page 9)

With love and remembrance of Douglas Hill...



(CONVENTION 2021 continued from page 1)

Enjoy a resort spa day like no other. Relaxation begins the second you enter the locker room, where a steam room, sauna, hot tub and pool await. More than 50 treatments range from massages and body wraps to manicures and pedicures.

If a spa treatment is not your thing, there are lots of other things to do in your free time. Besides onsite tennis courts and a resort golf course, you can also check out area attractions, which include the Palm Springs Aerial Tram, Palm Springs Air Museum and The Living Desert Zoo & Botanical Gardens to name a few.

Here is quick rundown on what you can expect at the 2021 Convention. First and foremost, CMSA will follow all safety protocols necessary to make this a fun and safe convention!



The convention will kick off on Wednesday with committee meetings and board meetings to take care of important association business.

Golfers will wake up early Thursday morning to play in the CMSA Annual Golf Tournament being held at the Omni Rancho Las Palmas Golf Course.

After golf, members of the CMSA Young Professionals Group (YPG) can quickly freshen up and get together for a social hour! (Membership to YPG is open to those under 40 or young at heart!)

Associate Members have their annual meeting to discuss any issues or concerns with their Associate Member Representative, CMSA Chairman and CMSA President.

(CONVENTION 2021 continued on page 13)

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The Exhibitor Welcome Reception is held Thursday night. Guests visit vendor booths while enjoying drinks and hors d'oeuvres. Delegates get a chance to reconnect with old friends and meet new ones!

Friday will be a packed day with a breakfast, a General Business Session, a Legislative Luncheon, Military Breakout Session and a fun Starry Desert Nights Dinner Party!

Saturday will be another busy day with a breakfast, a General Business Session that will include a Van Line Panel Discussion, an Awards Luncheon and culminate with the Chairman's Ball.

Be sure to register to attend the 2021 Convention by calling CMSA at (562)865-2900 or by completing and returning the registration form included in this issue. Members who pay for their full registrations (\$535.00) by March 19, 2021 will be entered in a drawing to win a \$50 prize!



Resort reservations should be made by calling Omni Reservations at 1-800-THE-OMNI and referring to California Moving & Storage Association Convention. The group rate for our convention is \$209 plus tax per night! Make your reservations by the cut-off date on Monday, April 19, 2021 before 5 p.m. local time at the Resort. However, the

rate is based on availability, and many times we run out of rooms in our block so don't wait to book your room!

Please be aware that no one from the resort will be calling you and CMSA is not working with, nor affiliated

with, any housing company. If you are contacted by anyone offering to help you make your reservation or promising a lower rate, please do not engage. CMSA has negotiated the best rate directly with the resort. Any other reservation method may result in making yourself vulnerable to credit card fraud and NOT getting a room for the Convention.

Don't miss the 2021 Convention! Register today.

A large advertisement for Milburn Prints. The background is a collage of various moving and storage industry forms, including 'GOODS DESCRIPTIVE INVENTORY', 'BILL OF LADING', and 'SHIPPER'S CONSENT TO USE OF ELECTRONIC DOCUMENTS'. There are also images of packing tape and a roll of tape. Overlaid on this background is the text 'If Movers Need It... Milburn Prints It!' in a large, bold, black font. An arrow points from the text down towards the next section.

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California General Election 2020

Election Overview

All California Assembly seats, and half of California Senate seats were up for reelection or had become vacant this year. In total, six state senators will term out in 2020. Of those, five are Democrats, and one is a Republican.

Democrats look to maintain their two-thirds supermajority (66%) in both houses and increase their numbers in the Senate. With a two-thirds supermajority, California Democrats are, hypothetically, able to pass tax increases (and fees), place bonds or constitutional amendments on the ballot, enact laws immediately with an urgency



clause, and override vetoes without needing Republican support.

Democrats will gain two seats in the Senate. In SD 37 Senator John Moorlach (R) was defeated by David Min (D) and in SD 29 Senator Josh Newman (D) successfully de-

feated incumbent Senator Ling Ling Chang (R). In the Assembly, Democrats will maintain their supermajority but will lose at least one seat in AD 38 as they failed to advance a candidate from the Primary to the General Election. Suzette Martinez Valladares (R) has a commanding lead in the race and will be replacing Assemblymember Christy Smith (D).

(CALIFORNIA GENERAL ELECTION 2020 continued on page 15)



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State Races Too Close to Call

There are currently two state races where the candidates are within two percentage points of each other and are too close to call. In SD 21, Senator Scott Wilk (R) has been steadily increasing his lead over his challenger Kipp Mueller (D), Sen. Wilk is currently 6,306 votes ahead. This was one seat that was aggressively targeted by the Democrats. In AD 74, Assemblymember Cottie Petrie-Norris (D) leads challenger Diane Dixon (R) by 2,573 votes. This was one of the Assembly seats that Democrats picked up in 2018. Vote totals are as reported by the Secretary of State at 12:18pm on November 19.

By the Numbers

The Democrats went into the election with a 29 to 11 majority in the Senate and a 61 to 17 majority in the Assembly. Currently, Democrats are set to gain two seats in the Senate giving them a 31-9 majority and are

set to lose one seat in the Assembly bringing their majority over Republicans down to 60-18. This does not include the races that are still too close to call.

California Voter Registration

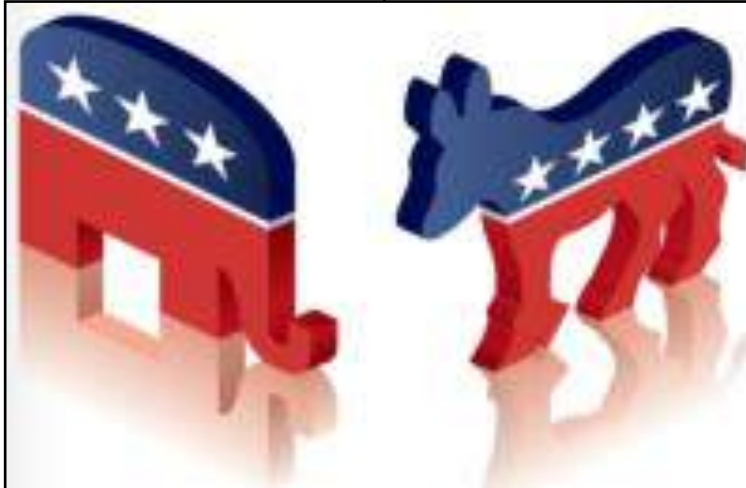
Secretary of State Alex Padilla announced that as of October 19, 2020,

87.87% of eligible voters were registered to vote, amounting to 22,047,448 Californians. This is the highest percentage of eligible citizens registered to vote heading into a General Election in the past 80 years. This is up from 73.5% (18,251,826

voters) since the last statewide general election in a presidential election year (2016). The percentage of voters registered with a qualified political party decreased from 76.0% to 75%.

The percentage of voters registered with the Democratic Party increased from 44.9% in 2016 to 46.1%, and the percentage of voters registered with the Republican Party decreased from 26% to 24.2%. The percent-

(CALIFORNIA GENERAL ELECTION 2020 continued on page 16)



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Association			Enrolled Movers	Association	Total Lbs.
1	California (CMSA)		83	1 Pennsylvania (PMSA)	2,435,520
2	Southwest Movers (SMA)		65	2 Illinois (IMAWA))	2,107,700
3	Illinois (IMAWA)		42	3 California (CMSA)	1,428,600
CMSA Report Food Collected and Delivered				4 Southwest Movers (SMA)	1,428,300
				5 Florida (FMWA)	1,086,300
				Top Agent of the Month	
Monthly	Year to Date	All Time		1. Chipman Relocation & Logistics - Sact. 313 lbs. = 260 Meals	
1,660 lbs.	129,985 lbs.	1,431,783 lbs.		2. REAL RocknRoll Movers 300 lbs. = 250 Meals	
1,380 meals	86,650 meals	1,193,150 meals			

CALENDAR OF EVENTS

Nov. 1 thru Dec. 9	LA/OC Chapter Toy Drive	Thurs., Dec 17	Sacramento ZOOM Chapter Meeting
Wed., Dec. 9	LA/OC Chapter Zoom Cocktail Hour	Thu., Mar. 11	San Diego Chapter Golf Tournament
Wed., Dec 16	San Diego ZOOM Chapter Meeting		

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HISTORICAL PHOTO



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You're Invited to the California Moving & Storage Association's 103rd Annual Convention!

Meet your California colleagues in Rancho Mirage, CA, May 11–16, 2021 and learn about issues affecting both the California & National Moving Industry. Check out the convention room rate:

**CMSA ROOM RATE:
\$209 Per Night***

**Call toll-free 800-THE-OMNI and request the group rate for
“California Moving & Storage Association.”**

*Hotel rate is for single or double occupancy and subject to the prevailing state and local taxes (currently 13.45%).

The rate is for Omni Rancho Las Palmas Resort & Spa, Rancho Mirage, CA. The above rate also applies three (3) days before and after the CMSA official convention dates based on availability should you decide to extend your stay.

We have an informative and fun-filled schedule of events planned for the Convention. A relaxing oasis with a backdrop of mountains and palm trees, Omni Rancho Las Palmas Resort & Spa offers an ideal escape in the Coachella Valley. Revel in timeless comforts, classic conveniences and modern technologies that have made the resort minutes from Palm Springs a desired destination for a sun-drenched getaway. Don't forget to sign up for CMSA's Annual Golf Tournament being held Thursday, May 13, 2021.

Check our website for Convention and Exhibitor Registration at: www.thecmsa.org

Convention Registration Fee - \$535

CMSA CONVENTION PARTNERSHIPS/ADVERTISING/DOOR PRIZE FORM

EVENTS AVAILABLE FOR PARTNERSHIP

1. Tues. May 11 Movers & Shakers Reception*
2. Tues. May 11 Movers & Shakers Dinner♦*
3. Thurs. May 13 Golf Tournament♦
4. Thurs. May 13 Exhibitors Reception♦
5. Fri. May 14 Rancho Mirage Breakfast
6. Fri. May 14 Cactus Flower Luncheon♦
7. Fri. May 14 Starry Desert Nights Party
(Unlimited sponsorships available for this event.)

8. Sat. May 15 Desert Sunrise Breakfast
9. Sat. May 15 Oasis Awards Luncheon♦
10. Sat. May 15 Chairman's Reception & Dinner♦

PARTNERS

DEWITT CO./Royal Hawaiian Movers
TransGuard Insurance Co. of America
Champion Risk & Ins Svs/Vanliner Ins.
New Haven Moving Equipment
Victory Packaging
Paul Hanson Partners
Kentucky Trailer, Milburn Printing &
Van Line Companies

Lambert Enterprises
TMM
CDS Moving Equipment

* Invitation Only Event / ♦ Sponsorship of Major Event (includes 2 Free Registrations) - \$2,900 /
All Other Sponsorships (includes 1 Free Registration) - \$1,900

Event # _____ Amount \$ _____

PERSON CLAIMING FREE CONVENTION REGISTRATION(S):

Name _____ Badge First Name _____

♦Name _____ Badge First Name _____

Company _____

Phone _____ E-mail Address _____

Special Food Requests (e.g. vegetarian, gluten-free, vegan, etc.): _____
We will notify you whether your requests can be accommodated and if any additional fees are necessary.

For any additional persons registering, be sure to use the Convention Registration form.

Make checks payable to CMSA or use your Visa, MasterCard or Discover Card.

() Check enclosed () Visa () MasterCard () Discover

Name on Card _____ Card # _____

Exp. Date _____ Three-Digit Code on Back of Card _____

Billing Address _____ Billing ZIP _____

~~~~~

☒ YES, I want to support CMSA with a door prize.

Contact Name \_\_\_\_\_ Company \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Door Prize(s) \_\_\_\_\_

**Return with payment and/or door prize(s) to CMSA, 10900 E. 183rd St., #300, Cerritos CA 90703  
or fax form to: (562) 865-2944. For questions, call Renee Hifumi at (562) 865-2900.**



# CMSA 103rd Annual Convention Registration Form

## May 11-16, 2021

**EARLY REGISTRATION DEADLINE: MARCH 19, 2021**  
**FULL registrations paid by MARCH 19, 2021 are eligible for the drawing to win \$50 CASH on May 13, 2021!**



First CMSA Convention? (Y/N) \_\_\_\_\_

Interested in joining the CMSA Young Professionals Group? (Y/N) \_\_\_\_\_

Register the following company's representatives.

CMSA Member \_\_\_\_\_ Badge First Name \_\_\_\_\_

Guest \_\_\_\_\_ Badge First Name \_\_\_\_\_

Guest \_\_\_\_\_ Badge First Name \_\_\_\_\_

Company \_\_\_\_\_ Phone (\_\_\_\_) \_\_\_\_\_ Email \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Date of Arrival \_\_\_\_\_ Date of Departure \_\_\_\_\_

**REGISTRATION FEE:** (See reverse side)

CMSA MEMBER or GUEST (13+ yrs.)

CHILDREN'S PRICE (up to 12 yrs.)

NON-MEMBERS (each)

**Before  
March 19**

\$535.00

\$380.00

\$700.00

**After  
March 19**

\$635.00

\$400.00

\$800.00

Sponsors & Exhibitors—Please use appropriate forms to ensure proper handling of complimentary registrants.

Special Food Requests (e.g. vegetarian, gluten-free, vegan, etc.): \_\_\_\_\_  
*We will notify you whether or not your requests can be accommodated and if any additional fees are necessary.*

**Enclose registration fees with this form.** Make checks or money orders payable to **CMSA** or use your **Visa**, or **MasterCard**. Credit card registrations may be faxed to (562) 865-2944.

( ) Visa ( ) MC ( ) Check enclosed Amount \$ \_\_\_\_\_

Name on Card \_\_\_\_\_ Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Card Billing Address \_\_\_\_\_

Three-Digit CVV Number \_\_\_\_\_

**\*\*CANCELLATIONS:** *Cancellations made before **April 19, 2021** will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). After **April 19, 2021**, we will be unable to make refunds. Substitutions will be accepted, but we need to know one week in advance.*

**ROOM RESERVATIONS:** Call Omni Rancho Las Palmas at (800) THE-OMNI (843-6664) to make reservations and reference **California Moving and Storage Association** to receive the special group rate. A reservation link can also be found online by visiting [www.thecmsa.org](http://www.thecmsa.org) and clicking on the Convention Calendar webpage. Reservations must be made by 5 PM (PST) **April 19, 2021** to guarantee the special group room rate. All major credit cards are accepted for deposit. Special CMSA rates apply to extended stay three days before and after the convention dates based on availability, so make reservations ASAP!

RETURN COMPLETED FORM TO: CMSA, 10900 E. 183RD ST., STE 300, CERRITOS, CA 90703  
OR FAX TO: (562) 865-2944

## **2021 CONVENTION EVENTS**

**ALL GENERAL SESSIONS AND PANEL DISCUSSIONS ARE FREE TO ATTEND**

|                         |                                                                                                                                                                                                                                     |
|-------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Thursday, MAY 13</b> | <b>YOUNG PROFESSIONALS GROUP MEETING</b> —Free Admission<br><br><b>EXHIBITORS WELCOME RECEPTION</b><br>Food, Beverage, Latest in Industry Products and Service Technologies                                                         |
| <b>Friday, MAY 14</b>   | <b>RANCHO MIRAGE BREAKFAST</b><br><br><b>CMSA GENERAL SESSION</b> —Free Admission<br><br><b>CACTUS FLOWER LUNCHEON</b><br><br><b>MILITARY BREAKOUT SESSION</b> —Free Admission<br><br><b>STARRY DESERT NIGHTS PARTY</b>             |
| <b>Saturday, MAY 15</b> | <b>DESERT SUNRISE BREAKFAST</b><br><br><b>CMSA GENERAL SESSION</b> —Free Admission<br><br><b>VAN LINE PANEL DISCUSSION</b> —Free Admission<br><br><b>OASIS AWARDS LUNCHEON</b><br><br><b>CHAIRMAN’S RECEPTION &amp; DINNER/BALL</b> |



# CMSA ANNUAL GOLF TOURNAMENT REGISTRATION FORM

Omni Rancho Las Palmas Golf Course  
41000 Bob Hope Drive  
Rancho Mirage, CA 92270  
(760) 568-2727

THURSDAY, May 13, 2021  
8:00 A.M. MODIFIED SHOTGUN START  
(Golfers should arrive at course by 7:30 a.m.)



## Dress Code:

Proper Golf Attire. Collared or Mock Neck Shirts Required. No T-Shirts, Cut-Off Shorts, Denim, Swimwear or metal spikes allowed. Failure to comply with proper dress attire will result in loss of playing privileges.

**SPONSORED BY: CHAMPION RISK & INSURANCE SERVICES, L.P.  
and VANLINER INSURANCE COMPANY**

**ENTRY FEE — \$125.00 per person / Includes: green fee, shared cart, range balls.**

## Primary Contact:

Golfer 1: \_\_\_\_\_ Company: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

List golfers in your foursome. (Foursomes will be formed by golf co-chairs unless listed below.):

Golfer 2: \_\_\_\_\_ Company: \_\_\_\_\_

Golfer 3: \_\_\_\_\_ Company: \_\_\_\_\_

Golfer 4: \_\_\_\_\_ Company: \_\_\_\_\_

💰 **\$25,000.00** 💰

**HOLE-IN-ONE CONTEST & Other Prizes at Par 3 Holes!**  
Sponsored by: **TRANSGUARD INSURANCE CO. OF AMERICA**

**\*Refunds are subject to a \$20 processing fee. No refunds for cancellations after April 19, 2021.\***

Enclose golf fees with this form. Make checks payable to **CMSA**, or use your Visa or MasterCard.

( ) Visa ( ) MC ( ) Check enclosed Total Amount: \_\_\_\_\_

Name on Card: \_\_\_\_\_ Card #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ Three-Digit Code: \_\_\_\_\_

Billing Address & ZIP Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Email Address: \_\_\_\_\_

**GOLF CLUB RENTAL FEES ARE PAID DIRECTLY TO THE PRO SHOP—NOT CMSA.**

**If you would like to reserve a set of golf clubs, please provide a count below so that the pro shop will be sure to have enough on hand and ready for you to pick up. Golf club rentals are available at the pro shop at a rate of \$69 per set and includes one sleeve of golf balls per set.**

**Enter # of Rental Sets:    \_\_\_ Men's RH    \_\_\_ Men's LH    \_\_\_ Women's RH    \_\_\_ Women's LH**

**Please mail this form, with payment to: CMSA, 10900 E. 183rd St., Suite 300, Cerritos, CA 90703  
or fax to: (562) 865-2944.**