



**CWCMA**  
CAL WESTERN CIRCULATION  
MANAGERS' ASSOCIATION

## **2018 Legal Seminar Agenda**

- 8:30 am **Continental Breakfast**
- 9:00 am **Welcome Remarks from CWCMA President, Aaron Kotarek**
- 9:15 am **California Newspaper Publishers Association (CNPA) Legislative Update**
- Jim Ewert, CNPA General Counsel
    - California State Legislative Developments
- 10:30 am **Break**
- 10:45 am **Wilson Gregory Agency Update by Rick Hively, President**
- Have you outsourced distribution to a third party? You are still at risk.
  - Warehouses that you own or lease are a new threat to Independent Contractor status, thanks to Commercial General Liability Companies.
  - You have been using Per Piece distribution method of reimbursing your IC's. Do you believe you now have no financial risk/exposure? Evidence to the contrary.
  - New movement to get another "arms- length distance between Publishing Company and the distribution group. Third Party does IC payroll, (direct deposit, cash cards or checks.) They also provide 1099 Compliance.
- NOON **Lunch**
- 1:30 pm **National & Regional Legal Updates by Mike Zinser of the Zinser Law Firm, P.C.**
- Distribution Contract Arbitration Clauses
  - Newspaper Carrier Class Action Litigation Update
  - Employee Development Department (EDD) Activity
  - Scan Based Trading
  - Subscription Practices Pertaining to Surcharges, Premium Editions, Activation Fees, etc.
  - Outside Sales Contracts and Who is Responsible for PCI Compliance
- 4:30 pm **Closing Remarks, Q&A, Feedback**