

BMW CCA BOARD MEETING
OCTOBER 1-2, 2005
Pasadena, California

MINUTES

Saturday, October 1, 2005

1. Call to Order:

The meeting was called to order at 8:00 a.m.

2. Attendees:

Board Members: Scott Blazey, Mark Jon Calabrese, Len Mueller, Carlos Diaz-Estrada, Reid Douglas, Eddy Funahashi, Louis Goldsman, Fred Iacino, Bruce Hazard.

Also attending: Wynne Smith, JR Schnieder, Phil Marx, Brenda Sarvis.

Guests: Paul & Brenda Dunlevy, Mike Webb, Robyn McNutt, David Collands, Susan Coughlin.

3. Minutes:

The minutes of the June 4-5, 2005 Board meeting were approved by vote of the Board on July 12, 2005 via e-mail. Reading of the minutes was dispensed with.

4. Reports:

4.1. *Presidents Report:*

Scott Blazey had nothing to add to his pre-meeting report.

4.2. *Vice President:*

Mark Jon Calabrese had nothing to add to his pre-meeting report other than to thank Paul & Brenda Dunlevy and the rest of their committee for the great experience provided at Oktoberfest 2005.

4.3. *Secretary:*

Bruce Hazard had nothing to add to his pre-meeting report.

4.4. *Treasurer:*

Louis Goldsman reported that there were no changes to his pre-meeting report. He did report that overall we are ahead of budget without including the raffle revenue and that membership revenue is ahead of budget.

4.5. *Pacific RVP:*

4.5.1 Eddy Funahashi had no changes to his pre-meeting report. He went on to add that he has made several trips to Oregon to meet with the vice president of the ACA chapter and there continues to be an exchange of information and ideas.

4.5.2 Eddy asked if there was going to be a pooling of funds donated to the Katrina relief. Wynne Smith stated that there really wasn't a pooling of funds but that if the chapter wanted CCA to collect the money, they would do so but then donate it in the chapter's name and provide the chapter with a receipt. After a brief discussion it was agreed that for many reasons,

especially tax reporting, it would be best if the chapters collected and made their donations directly to the organization of their choosing.

- 4.5.3 Eddy reported that their DEC representative is active and working on an instructor training program to be consistent with the DEC's Instructor Training School which National funds. After a discussion it was confirmed and agreed that in order for reimbursement for instructor training, it has to be conducted under the DEC's ITS mentoring curriculum and program. Eddy is planning to attend the ITS that will be held at Rocky Mountain Chapter's driving school on October 22nd.

4.6. *South Central RVP:*

Fred Iacino reported that there were no changes to his pre-meeting report. He added that the Rocky Mountain Chapter lost money on a recent Street Survival School and that the \$60 entry fee doesn't seem to cover the costs of the event. In spite of the loss the Chapter forwarded \$1,000 to the foundation. Scott Blazey pointed out that the Foundation was surely grateful for the donation, but that they solicit donations to cover losses on the Street Survival School, and that the chapter should have been reimbursed for their expenses.

4.7. *North Central RVP:*

Len Mueller had nothing to add to his pre-meeting report.

4.8. *South Atlantic RVP:*

Carlos Diaz-Estrada had nothing to add to his pre-meeting report.

4.9. *North Atlantic RVP:*

Reid Douglas had nothing to add to his pre-meeting report.

4.10. *Executive Director:*

Wynne Smith had no changes to her pre-meeting report. She did add that membership is down 250 compared to last year.

4.11. *Club Racing:*

Louis Goldsman reported that CR's income is about double the 2005 budget. This results in a reserve equal to one year's operating expense. Scott Blazey reported that he was told that the Grand Am series may decide not to have dedicated support races in 2006, so that may reduce some Club Racing opportunities.

4.12. *Roundel:*

Phil Marx had nothing to add to the Roundel pre-meeting report.

4.13. *Oktoberfest:*

JR Schneider had nothing to add to his pre-meeting report.

4.14. *DEC:*

Carlos Diaz-Estrada reported:

- 4.14.1 The autocross minimum standards are being distributed to chapters for comment.

- 4.14.2 The 2006 DEC budget is being developed to include detail covering what the amounts are for including events that may be still uncertain. It will be easier to not spend the money than to ask for an increase of the budget after the fact.
- 4.14.3 It appears that not all of the 2005 budget may be used.
- 4.14.4 Planning is ongoing for the January DEC meeting to include:
 - New car technology
 - Crisis management versus crisis communication
 - Leverage the internet: IMIS, online forms, etc.
 - Insurance – what does it cover?
 - Street survival /Car control
 - ITS program – show the chapters
 - Regional breakout sessions.
- 4.14.5 The committee is having conference call every 2 weeks. Carlos is going to suggest quarterly conference calls.
- 4.14.6 A training/curriculum manual is being reviewed by the committee.

Break - 9:25 to 9:40 a.m.

5. Discussion Topics:

5.1. Techfest

- 5.1.1 **2006** – The National Office has finalized the contracts for the hotel and convention space. Sponsors and vendors are being solicited. Mark Jon Calabrese indicated that Alpina would be interested in being a speaker. The Board will hold the annual meeting at TechFest on Saturday and Sunday. If any of the Board members want to participate in Thursday or Friday's events or meals, they need to register for the event.
- 5.1.2 **2007** – May be in Indianapolis if the chapter is interested and hotel issues can be worked out. Alternatives could be Detroit or Seattle.
- 5.1.3 There was a general discussion of TechFest:
 - National Office sends out an RFP to potential sites and then will contact local chapter(s) to determine support and viability.
 - Future cities of interest: Phoenix, Tampa, Fort Worth, Washington DC.
 - What makes a successful Techfest:
 - Airport friendly
 - Hotel with exhibit space
 - Local chapter support
 - Promotion to appropriate demographics
 - Cost
 - Vendor support and display type – display versus retail (stuff to buy and take home)
 - The Board and National Office will continue research and plan future events.

5.2. Oktoberfest

5.2.1 2005 –

- Financially, CCA expects a small profit and the Tarheel Chapter made a profit as well.
- Mini Car event – there were 22 exhibits by 15 individuals and the cost of the event was approx. \$2,000. The Board confirmed its previous decision to drop this event from future Oktoberfest's.
- Photo Contest – Brenda Dunlevy asked whether entries by professional photographers should be allowed. The Board didn't have a problem with their entries. She went on to suggest that maybe the categories should be consolidated and that the judging be by "peoples choice" for each category. This would alleviate the challenge of rounding up judges.
- Concours – The rules need to be reviewed and updated.
- Street Survival – Received the lowest scores on the event survey so far. The first day was well attended; the second day was light on participants.
- Registration –
 - Brenda Dunlevy suggested that consideration be given to having someone other than the event and National senior staff man the registration desk. This would allow the event and National senior staff to visit all the venues more often, socialize at the events, and be available to deal more effectively and more quickly with issues that come up.
 - Registration hours were generous. Later hours should be considered for late arrivals.
 - Consider using technology for check in, i.e. online check in especially for those that go direct to an offsite event.
- Notable Survey comments:
 - Not enough events for children.
 - Move concours to Monday.
- Brenda Dunlevy suggested that although things turned out okay this year, there were misunderstandings that were overcome but could have been avoided with a detailed outline and understanding of who (National versus Chapter) was responsible for what.

ACTION: Wynne Smith will formalize the responsibilities for 2006 in a written "contract" with each chapter involved..

- Merchandise – Sales covered costs. Women's styles did not sell well.
- Vendors – The comments from vendors were more positive than last year. For future events, various methods of getting registrants to the vendor's booth's and increasing dialog were discussed, i.e. a scavenger hunt with the answers found at each booth.

- Sponsors -
 - BMW NA needs to be more involved in marketing to the BMW dealers that participate.
 - Need to increase mention of the sponsors during Oktoberfest.
- Trophies – were well received.
- Post event survey – Has been mailed and the early responses have been very positive.
- The slide show will be put on the website and provided to the chapters.

5.2.2 **2006**

- Hotels are under contract with a room rate of \$99.
- Contract with Gingerman is pending. Gingerman is about 56 miles from Grand Rapids.
- Autocross, Safety School and Gymkhana will be at a baseball facility about 10 minutes from the hotel.
- There is a large parking lot next to the hotel for BMW reserved parking.
- Concours will be at a park in Grand Rapids.
- Chapters involved – Michiana – Host and autocross; Motor City – driver's school; Hoosier – rallies and Windy City – car control clinic.
- The Dunlevy's and Heather Schearer will assist with registrations and Sueann Meskell and Byron McCauley may assist with the Gymkhana.
- The E30 M3 will be the featured model with special events and recognition provided.

5.2.3 **2007 and future**

- Sites being considered for future Oktoberfest's include Phoenix, Canada, and Greenville.

5.3. **National Conferences**

5.3.1 **2006 DEC Conference**

- January 20-22, 2006 in Dallas.
- Working on agenda:
 - crisis management
 - ethics presentation
 - aftermarket seatbelt issues
 - process to run a Street Survival program
 - insurance / risk management – what's covered

5.4. **BMW Website**

5.4.1 **Priority projects:**

- On-line forms by end of 2005

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- Calendar of Events – variable viewing by chapter, region, type of event, etc.
- On-line event registration

ACTION: The Board will submit their input on priority projects to Wynne.

Break – 2:20 – 2:35 p.m.

5.5. **DEC**

5.5.1 2006 Budget

- Reimbursement only for the official ITS program and only for the first time.
- Robyn McNutt asked about reimbursement for the Pacific Region advanced instructor training. Scott Blazey reinforced that DEC reimbursement is only for the official ITS mentoring program.

5.5.2 Carlos Diaz-Estrada reported that the Windy City and North Star Chapters have apparently been promised reimbursement of \$1,000 each for non-ITS instructor training by the North Central Region DEC representative.

5.5.3 After much discussion, the Board approved a one-time exception payment to cover this promise.

ACTION: Carlos Diaz-Estrada and Len Mueller will discuss with Sheldon Nelson the proper protocol and rules for reimbursement of instructor training.

ACTION: Carlos Diaz-Estrada will draft a request and approval process for DEC fund payments.

5.5.4 Robyn McNutt suggested that the ITS support be publicized better.

Break – 4:30 – 4:40 p.m.

5.6. **Friends of BMW** – Need to pursue sponsorship to cover the costs. The dealership listing should be tied to NA's support of the publication. We will investigate the possibility of the International Association of Independent BMW Service Professionals being a sponsor.

5.7. **Budget 2006** –

ACTION: – Louis Goldsman will send out a draft with 2005 actuals and a projected 2006 budget for Board review.

5.7.1 Board will review the 2006 budget at the January Board meeting.

5.8. **Risk Management** – The crisis communications workbook has been given to the Board previously and is ready for distribution to the chapters.

5.9. **Chapter Issues** –

5.9.1 Probation Report – The Allegheny Chapter is now in compliance and should come off probation.

5.9.2 New chapter officer education/information packet – Scott Blazey is working on the draft document.

5.10. Membership and Administration

5.10.1 Membership Drive Promotion –

- Scott Blazey dedicated his October column to the membership drive.
- Quarter page ad in ROUNDEL.
- Separate page on the website.
- Prizes will be displayed on the website.
- Continuous reminders will be sent to the chapters.

5.10.2 Marketing Plan –

ACTION: The Board will review marketing firm proposals/website within a week and submit comments to Wynne Smith.

5.11. Regional Events – Len Mueller requested that the 5er Fest, hosted by the Windy City chapter May 26-28, 2006 at the Tire Rack in South Bend, IN, be given Regional Event status.

MOTION: Len Mueller made a motion to approve Regional Status for the 2006 5er Fest. Carlos Diaz-Estrada seconded the motion. IN FAVOR – All.

5.12. Disaster Preparedness and Relief:

5.12.1 Recent hurricanes –

- Grace periods are being granted for chapter and membership requirements for those in areas affected by recent hurricanes.
- National's recommendation is that chapters make donations directly to charities of their choice.
- Links to various charities are on the CCA website.

5.12.2 The National office has procedures in place for weather related interruptions to normal operations, including being able to work remotely and daily off-site backups of computer files and databases.

5.13. Sensitive Session – 5:15 to 6:15.

Recessed at 6:15 until 8:00 a.m. Sunday morning.

Sunday, October 2, 2005

The meeting was called to order at 8:00 a.m.

6. Sensitive Session continued till 9:30 a.m.

7. Discussion Topics, continued.

7.1. International Council of BMW Clubs

- 7.1.1 Scott Blazey gave a brief update of the recent meeting. The Council requested that member clubs provide more visible promotion of the ICBMWC and its benefits. The International Council's web site is becoming more useful.

7.1.2 Scott suggested that we make the ICBMWC more prominent on our website and add the logo to the membership cards. This may be an advantage to BMW CCA members traveling in other countries, possibly to receive preferential treatment at BMW attractions or assistance from BMW clubs in those countries.

7.1.3 The next meeting of the International Council will be September 2006.

7.2. Special Interest Group Policy

7.2.1 Scott Blazey distributed a draft copy of a policy for recognition of Special Interest Groups.

7.2.2 The goal of the policy is to establish the types of organizations or individuals that CCA recognizes and sets minimum standards for continued recognition.

7.2.3 The policy calls for two levels of SIG with differing requirements and benefits. The existing SIG would be asked to apply.

ACTION: Mark Jon Calabrese will survey the current SIG's for their input on the draft policy.

7.3. Conference Calls:

➤ Thursday November 3rd at 8:30 EST/5:30 PST

➤ Thursday December 1st at 8:30 EST/5:30 PST

7.4. Next Board Meeting - January 14-15, 2006 in Greenville, SC.

There being no further business the meeting was adjourned at 11:05 a.m.



BMW Car Club of America, Inc.
Scott Blazey
President
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Phone (816) 587-4185
E-Mail president@bmwcca.org

September 15, 2005

To: Board of Directors, BMW CCA
Executive Director, BMW CCA

Subject: President's Pre-meeting Report for October 1-2, 2005 Board Meeting

Travel

- June 4-5, 2005 to Portland, OR for the BMW CCA National Board Meeting.
- June 17-19, 2005. Watkins Glen, NY for Genesee Valley Chapter Club Race (No BMW CCA funds used.)
- June 24-26, 2005. Putnam Park, IN for Bluegrass Bimmers Chapter Club Race (No BMW CCA funds used.)
- September 9-15, 2005 to Leipzig, Germany for meeting of International Council of BMW Clubs (travel expenses paid by International Council; no BMW CCA funds used.)
- September 17-23, 2005 to Greensboro, NC for Oktoberfest 2005.
- August 20, 2005. Kansas City BMW Club picnic. (No BMW CCA funds used.)

Planned Travel

January 13-15, 2006 to Greenville, SC for BMW CCA National Board meeting.

International Council Meeting

The Executive Director and I attended the annual meeting of the International Council of BMW Clubs in Leipzig, Germany. Minutes of the meeting will be provided when we receive them. There were no actions taken that will affect the operations of BMW CCA.

Operations Manual

The approved Operations Manual was formatted, paginated, and provided to the National Office for distribution. It is available on the BMW CCA web site.

Oktoberfest Manual

The draft new Oktoberfest manual is still under revision.

Chapter Officer Training Materials

Under development

Respectfully submitted,

Scott Blazey

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Mark Jon Calabrese
Executive Vice President
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September 27, 2005

To: Board of Directors, BMW CCA
Executive Director, BMW CCA

Subject: Vice President's Pre-Meeting Report, October 1-2, 2005 Board Meeting

TRAVEL

- June 4-5, 2005 BMW CCA National Board Meeting
- September 17-23 2005, Greensboro NC for Oktoberfest 2005.

PLANNED TRAVEL

- January 13-15, 2006 to Greenville, SC for BMW National Board Meeting.

OKTOBERFEST

- During the week of Oktoberfest 2005 I had a chance to spend some time with Brenda and Paul Dunlevy discussing many different Ofest topics, during one of our conversations Brenda showed me a copy of an Ofest manual that she wrote and was using for the planning and running of the event. I strongly recommend that we study her work and consider using it for our new Ofest manual. Brenda would be more than happy to help is in this respect.

SIG's

- Discussion has started with a few of the major SIG's principals for the possibility of a meeting of the minds. I hope to set this meeting up for the first quarter of next year.

Thanks

M J Calabrese

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BMW Car Club of America, Inc.
Bruce Hazard
Secretary
7403 S. Tamarac St.
Centennial, CO 80112
303-324-6541
Secretary@bmwcca.org

September 28, 2005

To: Board of Directors, BMW CCA
Executive Director, BMW CCA

Subject: Secretary Pre Meeting Report - October 2005 Meeting

Travel & Expenses:

- June Board meeting: \$374.90 (Airfare \$352.4, parking \$15, Meals \$7.50)
- O'fest meeting at the Newsletter Editor/Webmaster conference: \$358.30 (Airfare 329.40, parking \$12, meals 16.90)
- Oktoberfest: \$1347.29 (Travel: \$426.89 , Hotel \$862.19, Meals \$58.52)

Conference Call's: Minutes are attached for conference calls on July 19th and August 22nd.

Additional activity via email:

Motion: On July 11th Scott Blazey presented the nomination of Barbara Adams and Larry Schettelas Friend's of the Marque. Eddy Funahashi made a motion to submit the nomination. Len Mueller seconded the motion. INFAVOR – All.

Motion: On August 2nd Scott Blazey reported that Steve Olsen had submitted his resignation as Club Racing Chairman. Scott then announced that the CR Chairman Search Committee was nominating Nancy Maloney as the new Club Racing Chairman. INFAVOR – All

Respectively Submitted

Bruce Hazard

**BMW CCA BOARD MEETING
JULY 19, 2005
CONFERENCE CALL**

MINUTES

1. Call to Order:

The meeting was called to order at 06:30 p.m. MDT.

2. Attendees:

Scott Blazey, Mark Jon Calabrese, Carlos Diaz-Estrada, Eddy Funahashi, Louis Goldsman, Len Mueller, Fred Iacino, Bruce Hazard, Reid Douglas, Wynne Smith.

3. Topics:

3.1. **Budget/Financial Update:** Louis Goldsman reported that as of 6/30/05 we are \$186,000 ahead of budget, not including the income from the raffle.

3.2. **DEC:** Carlos Diaz-Estrada reported:

3.2.1 DEC Committee Meeting:

- All representatives attended except the N. Central representative due to scheduling conflicts.
- The committee reviewed their role and it was clear that they understand the importance of the committee.
- They were asked to work on a realistic budget for 2006 based on a business plan.
- Each region's rep should include their RVP in the budget development process.
- The committee is working on the next phase of the ITS Instructor Training School.
- They are working on the updated autocross standards.
- They asked the Board and legal counsel for clarification of the drug and alcohol issues, especially regarding prescription drugs and the consistency of language among the Chapters.
- They would like a copy of the complete insurance policy so they will know all the fine print.
- The DEC Committee members nominated Bill Wade to be their Chairman.

Motion: Carlos Diaz-Estrada made a motion to accept the Committee's nomination. Len Mueller seconded the motion. INFAVOR – All, except Mark Jon Calabrese who abstained.

3.2.2 Topics for next DEC meeting

- The new technologies on the cars.
- Insurance and risk management.
- Car Control and Street Survival programs.
- BMW ITS program
- Crisis Communication Plan
- Break out sessions.

3.2.3 Budget

- The committee is disappointed in the Board and the amount of funding approved. They feel the funding hasn't been enough to cover the programs and commitments. This was followed by a discussion that the committee needs to put more planning into a business plan and funding request to the Board to be used in the budget development.
- Carlos Diaz-Estrada will put together an estimate for consideration by the Board of the funds needed to complete the year.

3.3. **Corral Funds Requests:** Louis reported that currently \$4,000 is available.

3.4. **Club Racing:** Scott Blazey reported:

- There are no new candidates for the Chairman
- Steve Olson will continue as Chairman if necessary until a replacement is found.

3.5. **Friends of BMW:**

- Several copies were mailed to the wrong individual due to timing issues in updating the database.
- Alternate listings were suggested for future, by city, by last name, etc..
- This year's cost was \$30K for 6800 copies. Questions: Is this the best format? Is the benefit worth the cost? Could sponsorship be obtained, i.e. the Independent Repair Shops?

3.6. **New Chapter Officer Resources:** Draft in process.

3.7. **Operations Manual:** Final copy in process for publishing.

3.8. **Oktoberfest Manual:** Draft in process.

3.9. **Membership Incentive Program/Contest:** Wynne Smith reported:

- Still working on the prizes, i.e. Ipod or Bose, etc.
- Suggested – sign up a new member and receive a 1 month extension of your membership.
- Wynne will continue working on details for next conference call.

3.10. **TechFest 2006:** Wynne Smith reported:

- Planning well under way for Gateway Tech in St. Charles, MO

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- At convention center next to Embassy Suites.
 - Brenda Sarvis will be working on sponsors.
- 3.11. **Oktoberfest 2006:** Wynne Smith reported:
- Track will be either Gingerman or Grattan.
 - Gingerman is a better track and anxious to have us.
 - Hotel is under contract.
- 3.12. **Regional Events:** RVP's are to be on the look out for possible candidates for Regional Event status.
- 3.13. **Recruiting Business Card:** Carlos Diaz-Estrada submitted a draft of business-card sized recruiting card that could be carried in the wallet and given to a prospective member. Everyone liked the idea and draft. The national office will pursue making them available.
- 3.14. **Oktoberfest 2005:** Wynne Smith reported that everything seemed to be on track. Registration is currently 166.
- 3.15. **Website:** New webmaster is Gavin Hoffman. Channel all suggestions thru Gavin.
- 3.16. **Crisis Communication:** Wynne Smith reported that she has received information form 8 chapters for the wallet cards. She will purse the other chapters.
4. **Adjournment:**
- The meeting was adjourned at 7:55 p.m. MDT.

**BMW CCA BOARD MEETING
AUGUST 22, 2005
CONFERENCE CALL**

MINUTES

1. Call to Order:

The meeting was called to order at 06:30 p.m. MDT.

2. Attendees:

Scott Blazey, Mark Jon Calabrese, Carlos Diaz-Estrada, Eddy Funahashi, Louis Goldsman, Len Mueller, Fred Iacino, Bruce Hazard, Reid Douglas, Wynne Smith

3. Topics:

3.1. **DEC:** Carlos Diaz-Estrada requested \$19,500 additional funds to cover the the programs of the DEC for the remainder of the year.

MOTION: Reid Douglas made a motion to approve this request. Louis Goldsman seconded the motion. INFAVOR – All.

3.2. **Raffle:** Wynne Smith reported that the cost of the cars to the club is higher than anticipated and will likely result in a revenue shortfall of \$125K - \$150K.

3.3. **Oktoberfest 2005:** Wynne Smith reported:

- Registration = 353, Club Race = 100
- Sponsorship = \$54K (budgeted \$59.5K)
- Overall the financials seem to indicate a break-even.
- Food should be plentiful.
- There are not any arrangements that are concerning.
- Everything is contracted except the pipe & drape which should be finalized quickly.

3.4. **Corral Fund Requests:** None.

3.5. **Membership Program/Contest:**

- Ready to go for Kick off September 1st.
- Membership cards – 20K will be printed and distributed to the Board and Chapters.
- Scott Blazey will include in his October column.
- Roundel will cover it in three sections of the September issue.

3.6. **TechFest 2006:** Wynne Smith reported:

- Contract for the convention center done, working on the contract for the Embassy Suites.

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- The logo is done, working on the advertising.
- Working on arranging speakers.
- Scott Blazey asked that Wynne Smith develop a list of planning milestones for review at the October Board meeting.

3.7. **Oktoberfest 2006:** Wynne Smith reported:

- Hotel contract has been negotiated and signed.
- Track to be Gingerman for weekend and Monday and Tuesday.
- Autocross at track.
- The drive to the track is about 1:45. The Board expressed concern that this was too long a drive and asked if there are closer alternatives.
- Events: Driver's School & Autocross = Windy City; TSD Rally = Hoosier's;
- Because of the high logistical effort and low participation, the Board suggests that the Mini Car event be deleted.

3.8. **Operation Manual:** Ready for distribution.

3.9. **Oktoberfest Manual:** Draft still being revised.

3.10. **Web Site:**

3.10.1 The top priorities for National:

- Keeping the information timely.
- Updating and accuracy of the database.
- Permissions.

3.10.2 Top priorities for development

- Online Chapter forms.
- A What's New Article.
- Event registration for chapter events.

4. **Adjournment:**

The meeting was adjourned at 7:40 p.m. MDT.

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BMW Car Club of America, Inc.
Louis P. Goldsman
Treasurer
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May 25, 2005

To: BMW CCA Board of Directors
BMW CCA Executive Director

Subject: Treasurer's Pre-meeting Report (Updated)

Travel: Greensboro, SC for Oktoberfest 2005 and Danville, VA & VIR for
Club Race and Club Racing Staff Meeting. Expense Incurred \$1,742.16

Income Statement – Period Ending August 31, 2005

	TOTAL	
	Jan - Aug 2005	Budget
Ordinary Income/Expense		
Total Income	\$2,934,087.13	\$2,585,001.68
Total Cost of Good Sold	944,328.00	792,666.72
Gross Profit	\$1,989,759.13	\$1,792,334.96
Total Expense	1,882,704.41	2,054,487.28
Net Ordinary Income	\$107,054.72	(\$262,152.32)
Other Income/Expense		
Total Other Income	40,535.11	36,600.00
Total Other Expense	24,472.22	40,000.00
Net Other Income	\$16,062.89	(\$3,400.00)
Net Income	\$123,117.61	(\$265,552.32)

Please note that the Net Income reflected above does not include the final results of two significant events, the annual raffle and Oktoberfest. The preliminary financial results for Oktoberfest will be presented at the Board meeting. The preliminary results of the raffle, as reflected in the Executive Director's Pre-meeting report, shows a net profit of approximately \$130,225. This is about \$112,000 less than budget and \$157,000 less than last year.

Respectfully submitted,

Louis Goldsman

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BMW Car Club of America, Inc.
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September 28, 2005

Subject: South Central RVP Pre-Meeting Report

Travel

Heart of Dixie Corral July 30/31
Rocky Mountain Chapter Summer Fest July 8/9/10
Portland Board Meeting
O'fest 2005 Greensboro
Pasadena Board meeting
Hoosier Corral for F1 [no expenses used]

Travel expenses including air, lodging and meals 1,803.54
Discretionary funds 380.89 [South Central Reception O'fest 205]

Planned Travel

Houston Holiday Party January 2006

I communicated with many chapter presidents and continue to advise them to keep up to date each time Wynne sends her News From National.

With the help of Gavin and Wynne we E-mailed all Bayou Chapter members and ask them to sign up and use the forum group to keep in touch with other. Many we have herd from appreciate the concern CCA has expressed and appreciate the Chapter being put on hold until they can recover. Bob Darcy President of the Bayou chapter had asked me to set this up.

The South Central Reception I held at this years O'fest was a success and I had the opportunity to interact with several members from my region.

Respectfully submitted
Fred

North Central Region Pre-Meeting Report

From: Len Mueller, North Central Region VP, LeonardMueller@earthlink.net

To: Board of Directors, BMW CCA

Date: September 23, 2005

NCRVP Travel: Buckeye Corral, Mid-Ohio Grand Am Race 8/27/05
O'Fest September 2005 Greensboro/Danville

Planned Travel: Pasadena Board Mtg October
11/05 Police driver's training with Bluegrass [2cd year]

Discretionary Funds Disbursed: \$0

Relevant Notes: - Exchanged numerous emails with Wynne Smith, Scott Blazey, Carlos Diaz-Estrada, and regional DEC rep Sheldon Nelson regarding problem resolution of student complaint at chapter D.E.

- Windy city requested 5er Fest in 2006 be accorded regional status, no funds requested.

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South Atlantic Region Pre-Meeting Report

From: Carlos Diaz-Estrada, SARVP

To: Board of Directors, BMW CCA

Date: September 27, 2005

SARVP Travel: O'Fest September 2005 Greensboro/Danville
DEC Meeting, Dallas

Planned Travel: Pasadena Board Mtg. October
DEC Meeting, Dallas

Discretionary Funds Disbursed: \$0

1. Edited/ updated Autocross Standards sent to Wynne today for final review from chapters.
2. Attended first DEC meeting in Dallas with another to follow in planning the DEC congress.
3. I hope everyone who attended OFest found the event up to your satisfaction.
4. Communicated with chapters about logo with Roundel compliance.
5. Peachtree chapter is requesting Regional status for SharkFest in 06. Location is the BMW Factory (April 06).



BMW Car Club of America, Inc.
Reid Douglas
North Atlantic Regional Vice President
31 Franklin St.
North Andover, MA 01845
Phone (978) 975-1272
E-Mail reiddouglas@comcast.net

September 16, 2005

To: President, BMW CCA
Board of Directors, BMW CCA
Executive Director, BMW CCA

Subject: North Atlantic Region Pre-meeting Report

NARVP Travel: Traveled to Hampton, NH for meeting with White Mountain Chapter President – cost minimal.

Planned Travel:

Will probably not travel to the Board Meeting in Pasadena due to business conflicts.
May travel to a Nittany Bimmers meeting due to internal conflict.

NARVP Discretionary Funds: I used no discretionary funds since the last meeting.

Nothing else to report.

Respectfully submitted,
Reid Douglas

BMW Car Club of America, Inc.

Wynne Smith
Executive Director
640 South Main Street
Greenville, SC 29601
Phone 864 250-0022
E-Mail wynne_smith@bmwcca.org

Executive Director's Pre-Meeting Report

September 16, 2005

To: BMW CCA National Board, Managing Editor of Roundel and Oktoberfest Coordinator

Subject: Executive Director's pre-Meeting Report

Westin Pasadena

191 North Los Robles
Pasadena, California 91101
(626) 792-2727

Shuttlefee is \$13 and a taxi costs around \$25. Kelly and Satch have offered to collect people at the airport if you will let them know when you are arriving
kelly@kellz.com

Apologies for the brevity of this report. I returned home from Germany late yesterday (my suitcase has not arrived as of this message) and I leave tomorrow for Greensboro...

NATIONAL OFFICE TRAVEL EXPENDITURES June 6, 2005 – September 16, 2005

Brenda and Wynne to Greensboro for Oktoberfest Meeting July 16	\$ 264.00
Wynne to Foundation Meeting in N.H. July 21-25	\$ 286.00
Wynne to International Council of BMW Clubs Meeting in Germany September 8 – 15, 2005	\$ 876.00
Brenda to final Ofest Walk-through September 9, 2005	<u>\$ 132.00</u>
Total Travel	\$ 1,558.00

TRIPS PLANNED

Oktoberfest 2006	September 15-23, 2005
Board Meeting Pasadena, CA	October 1-3, 2005

MEETING IN PASADENA

Since people will be arriving at either Burbank or LAX, we've made no arrangements for transportation. I get in Friday evening around 6:30 PM and have reserved Super Shuttle to get me to Pasadena. Super Shuttle Burbank is **800-224-7767** Super Shuttle Los Angeles is **800-258-3826**

Only one person has RSVP-ed that he will be joining us for the meeting Saturday (Xavier McClure) – if you know of others, please have them send me an email because if I don't know they're joining us, I'm not ordering food for them.

BMW CCA FOUNDATION

The BMW CCA Foundation is in sound financial shape. The two winners of the Fantasy Drive have been notified, and dates are being set for them to travel to PTG. The Foundation is now conducting a fall raffle.

The Foundation has been accepting donations to help the victims of Katrina and channeling them to the charities designated by members since Monday, September 5th.

DRIVING EVENTS CONFERENCE JANUARY 20-22, 2006 Dallas

The conference is likely to be held in Dallas January 20 –22, 2006. I will be working with the DEC to establish an agenda and engage speakers for the event. Registration will begin mid-October.

GATEWAY TECH 2006

Planning is well under way. We have conducted several conference calls with the St. Louis team, the team has visited the St. Charles convention center and is pleased with the arrangements. Letters have been sent to potential sponsors and vendors. Potential guest speakers have been contacted. The first ad will run in the October Roundel and registration begins October 15th.

RAFFLE 2005

Looks like 37,776 tickets sold that's 9.21 cars. There was a bit of a last minute rush, and we may have some bounced checks, but it looks like when the dust settles we will have:

Total sales	<u>\$944,400</u>
Cost of Cars	765,000
Cash Prize	14,175
Printing & postage	<u>35,000</u>
	\$814,175
Net to the Club	\$130,225

OKTOBERFEST 2005

Planning As of Wednesday, September 14 we had 379 full registrations and 50+ day passes. The programs came in over-budget, but the trophies have come in under-budget. Room commitments have been met at both hotels so unless a bunch of people cancel at the last minute, there will be **no attrition**. The Concours will likely be over-budget, but preliminary tallies indicate both Tarheel and the club should not expect any major losses on the overall event.

Respectfully submitted,

Wynne Smith

Oktoberfest Coordinator's Report – 10/1/05

Oktoberfest 2005

What a week! After facing the potential welcoming winds of hurricane Ophelia, gas shortages, and \$4/gallon pricing, the CCA Oktoberfest Family made the trek to Greensboro, NC, for our annual reunion. The finest Southern Hospitality, Tarheel Style, made for a memorable week for our 711 registered guests. This is NOT a misprint! We had 305 Day Pass participants join 406 Full week registrants come to enjoy the fun of BMW ownership and CCA membership.

The Four Seasons Sheraton Convention Center proved up to the task as the headquarters hotel with ample free parking and the facilities to accommodate several major events at the same time. We did endure a couple of typical hotel glitches, as the final preparations were under way for the opening of registration. Saturday arrivals were directed across the highway to the Hojo for the BMW event, while we were able to beg a Staging Room for Goodie Bag stuffing. With the event officially set to start on Sunday, why would we need any work space on Saturday or for that matter any access to the registration desk before 9AM on Sunday, with Registration to open at Noon?

Our typical fine group of volunteers captured Bell Carts and shuttled thousands of pounds of printed materials, goodie bags, door prizes, and other registration materials from one end of the property to the other to meet the Noon opening bell. The meticulous preparations lead by Brenda Sarvis and the National Office staff, combined with the Brenda Dunlevy organized Registration crew, made for one of the smoothest opening days we have ever experienced. (Brenda D. also coordinated the Volunteer crews throughout the week, assuring ample staffing to allow everyone to take a break and enjoy the fun.)

Despite our 6PM Sunday Eviction Notice for the Staging Room and the denial of access to the Vendor Hall until 5AM Monday morning (even though it was empty), we managed to stash things in closets, and sleeping rooms until the "proper" time we were allowed access.

Walk in registrants were greeted with a welcoming smile and prompt service by Brenda S., as she pulled out the pre-packed Walk In registration packets while their Name Badges printed on special color coded stock signifying a Day Tripper. Add on event registration for Driving Schools, Autocross, Street Survival, and Concours events were handled effortlessly and updated reports were generated for the event committees. During Sunday Registration, representatives of each major event committee manned an Event Information Table to handle event specific questions away from the Registration Desk.

Vendor and Exhibitor packets had been prepared in advance and were ready for expedient pick up. Joey Hand did turn a couple of heads when he stopped by to claim his identity.

Heather Scheerer arrived at 5:30AM on Monday to direct the pipe and drape folks for her Vendor Hall display plan. Vendors and Exhibitors were squeezed into the 9AM to 3PM set up window. We made it and we even had the floors swept before the 5PM Ribbon Cutting Ceremony. The Vendor Hall featured over 40 10x10 Exhibit booth Display units. The conflicting set up timing made for some challenges for the Sponsors also involved in promoting events at the track or Street Survival site, but our members volunteered to help out our

BMW CCA Board Meeting October 1-2, 2005

Exhibitor's with their set up. Only the UPS temporary loss of a display booth kept a single Sponsor from being fully ready for the Monday evening reception.

Bib, the Michelin Man, joined nearly 500 members in ogling the new M5, while sampling an unheard of selection of German Biers and grazing upon a food line that was still available until the hall closed at 10PM, even though the reception was officially 6-8PM. A shortage of food was never an issue for the folks returning from the track at the later hours. Attendance thinned before the Car Raffle and Attendance Prizes were awarded at 8PM, which made for some longer drawings for the Must be Present to Win prizes.

Trophies were announced for distribution for the events completed in time for the Tuesday and Wednesday evening receptions. Boris Said kept us on the edge of our seats at the Motorsports Banquet with tales of his driving career from Lime Rock to the Nurburgring to NASCAR, and then blew off a previously scheduled Media interview

to party with us in the Vendor Hall past closing time. After narrating a race lap of the Ring on the Wide Screen Display of Autobahn Tours, Boris found his way to the party continuation in the Lounge until closing time.

We had 341 students enjoy the track at VIR, filling the three days of schools to capacity for the first time in many years. The 1.1 mile track based, autocross attracted 178 competitors. BMW X3's on loan from the Performance Center in Greenville were used for the off road Gymkhana, that resembled the event at Ofest 2000 on the Other Roads course. The Street Survival course attracted 48 students. The Fun Rally provided the fun to drive route to VIR.

Truett Ray and Tom Deacon prepared the Zymol Concours site at the Grandover Resort for the display of nearly 120 BMWs. Everyone was invited to park in the Display Only area for those not sadistic enough to worry about the Q-Tips. The Judged group made up about one half of the largest car display we have had since Ofest 2000.

The Awards Banquet got underway with dinner at 7PM, after some additional trophy presentations during the Cocktail hour. Tom Purves from BMW NA teased us with new products and other things to come, before drawing 2 of the 9 plus raffle car winners. No winners were present this year to have their picture taken with the 2005 Raffle Car Winner Check. Chuck Bennett announced the Zymol Concours winners following the always great John VanWoerden Week in Review show and a special tribute to Yale Rachlin.

The balance of the raffle cars and the Door Prize ticket box winners were announced and Ofest 2005 came to an end shortly after 10PM!

Overall Event Chair Paul Dunlevy directed a great group of Tarheel Chapter members for a superb Ofest 2005 event, that maintained a glitch free, low stress presentation to our guests. We hit our room block numbers and we are not faced by any attrition penalties. Brenda and Heather worked the catering numbers to the point that we hit the Awards Banquet guarantee on the nose and we did not have to pay for a single plate that was not served. With a 72 hour lead time to announce the guarantee, this is an almost impossible task to achieve! Ofest Newbies were easily identifiable by ribbons affixed to the name tags by the National Office staff. Event schedules easily fit the name bag holders. Of course we did hear from a

BMW CCA Board Meeting October 1-2, 2005

couple of folks whose aging eyes would prefer 48 point type and name badges printed on both sides, but they were a statistically insignificant number,

Brenda Sarvis, on the job under 4 months at the time of Ofest, did a great job with Vendor and Sponsor solicitation in such a brief period of time and has begun to establish relationships that promise even bigger things in the future. With her first Ofest experience now behind her and vast background of event and trade show experience, Brenda is ready to take Oktoberfest to the next level.

The opportunity to hire a staff person with the skill set and personality of Brenda Sarvis rarely occurs at precisely the same time the ideal position is available. I would be remiss not to draw the Board's attention to our good fortunes and would suggest the appropriate commendations be extended for a job done with excellence. She definitely is a keeper.

By exposing the balance of the National Office staff to actual Ofest experience, at a truly special event, they should now be able to share our enthusiasm for the event from a prospective beyond that of just the hard work of preparation.

My appreciation for the support of Wynne, Brenda, the National Board, Paul, Brenda, Heather and the fantastic group of my Tarheel friends is difficult to adequately communicate. Oktoberfest 2005 was one of the most stress free events I have worked with in the nearly 20 years of my involvement as an organizer and coordinator.

Thank you to one and all for the great opportunity to serve our club in this capacity. I am looking forward to continue sharing the expertise you have allowed me to gain over the years, in whatever manner I can help. My phone number and email address will not change.

JR Schneider