

**BMW CCA BOARD MEETING**  
**MARCH 25-26, 2006**  
**St. Charles, Missouri**

**MINUTES**

**Saturday, March 25, 2006**

**1. Call to Order:**

The meeting was called to order at 8:02 am.

**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, John Sullivan, Club Racing Chairman Dave McIntyre and Ombudsman Ken Whittall-Scherfee.

Guests: Larry Koch, BMW NA Motorsports Manager.

**3. Minutes:**

The minutes of the January 14-15, 2006 Board meeting were approved by vote of the Board on February 23, 2006 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. He did report that he has mailed a notice to all the SIG's and SIR's the new policy with an application. He also suggested that the Ombudsmen create a database of the issues they handle, in order to do trending analysis.

*4.3. Secretary:*

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

*4.4. Treasurer:*

Louis Goldsman reported there were no changes to his pre-meeting report.

*4.5. Pacific RVP:*

Eddy Funahashi had nothing to add to his pre-meeting report.

*4.6. South Central RVP:*

Fred Iacino had nothing to add to his pre-meeting report.

*4.7. North Central RVP:*

Len Mueller had nothing to add to his pre-meeting. He reported that the Buckeye Chapter scheduled a Street Survival event for the purpose of filming it and then creating a video/DVD for the Foundation to use as an overview of what to expect for

## BMW CCA Board Meeting March 25 – 26, 2006

Chapters doing their first event. This can also be used to market to schools, car clubs, and other appropriate venues.

### 4.8. *South Atlantic RVP:*

Carlos Diaz-Estrada added to his pre-meeting report that he has spent \$1,000 of his event development discretionary funds and \$500 of his regular discretionary funds.

### 4.9. *North Atlantic RVP:*

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

### 4.10. *Executive Director:*

Wynne Smith had nothing to add to her pre-meeting report.

### 4.11. *Club Racing:*

David McIntyre had nothing to add to the Club Racing pre-meeting other than to report that they have added 3 races to the 2006 schedule.

### 4.12. *DEC:*

4.12.1 Carlos Diaz Estrada presented the DEC pre-meeting report by Bill Wade, Driving Events Committee Chairman.

4.12.2 Carlos and Len Mueller reported that Sheldon Nelson the North Central Region DEC representative has stepped down and will be replaced by Ned Smith.

4.12.3 The Missouri Valley Chapter will be conducting an ITS which had not been budgeted, but will be covered within the current budget.

4.12.4 Carlos pointed out that the Operations Manual only provides for the DEC Chairman be selected by the DEC members. Carlos suggested that the Board should have some oversight and approval in the selection of a chairman.

Action: The Board agreed and asked Carlos to draft a proposed change to the Operations Manual.

### 4.13. *Roundel:*

There were no changes to the Roundel pre-meeting report.

## 5. **BMW NA:**

Larry Koch had the following comments:

5.1. Larry thanked everyone responsible for a good, rewarding TechFest 2006. He also reported that Tom Purves was impressed with what he saw and experienced at Oktoberfest 2005.

5.2. Larry advised the Board to be sure that when a VIP is invited as a guest or guest speaker, to be sure to designate Board or Event Committee members to sit with or accompany the individual(s).

5.3. Larry mentioned that he has willingly accepted various Chapter invitations to attend and speak at Chapter events. He is glad to do this but requested that the events be during the week so that the few weekends that he doesn't have something else BMW scheduled, he could spend the weekend at home with his family.

## *BMW CCA Board Meeting March 25 – 26, 2006*

- 5.4. Regarding corrals, The Performance Center will be supporting and funding 5 races this year: at Sebring 3/18, Mid-Ohio 5/12, Lime Rock 7/1, Road Atlanta 9/30 and Laguna Seca 10/21.
- 5.5. BMW NA is budget challenged and would like more coordination and planning of the requests from CCA and suggested that after Memorial Day we get together and work out our wish list for the rest of the year.
- 5.6. Regarding Gateway Tech, his observations are that it was too spread out with the meeting rooms removed from the vendor area, that the sessions covered a real wide range of topics and suggested that the event needs a focus, i. e. technology vs. racing.
- 5.7. BMW NA is getting an increasing number of requests for support from non-BMW CCA interest groups. Larry pointed out that BMW CCA represents about 5,000 sales per year and several years ago that represented about 10% of their total sales. Now the number of sales is about the same but with BMW's increasing sales, CCA represents an increasingly smaller percentage. He expressed concern that with this trend some day BMW CCA might not be the prime focus of NA's support of BMW enthusiasts.

Break - 9:10 to 9:30 a.m.

Sensitive Session – 8:45 to 9:20 a.m.

### **6. Discussion Topics:**

#### 6.1. National Events

##### 6.1.1 Techfest 2006:

##### 6.1.1.1 Financial:

- All vendors have paid.
- When all the sponsors have paid it is anticipated that the event will come out as break even or a slight loss. The event was budgeted with a loss.
- Registrants, including the Board, Club Racing and Roundel staff, is about 250.

##### 6.1.1.2 Other discussion:

- Pass out the feedback survey today and have a drawing at Saturday night's banquet from those that returned a survey.
- In the future, use the website to solicit suggestions for breakout session topics.
- Assign proctors for each session to not only assist presenters but also document interest, participation and other information that would assist in evaluation of whether the session should be repeated or improved.
- Some participants have requested the opportunity to buy additional door prize tickets. After a brief discussion the consensus of the Board was that selling them would not be appropriate. However, there was support for earning

additional tickets by taking positive actions, i.e. registering early, completing a survey, participating in multi-events, etc.

- Survey those that have participated in the past but not in the current event

6.1.2 TechFest 2007/08:

- Need to define the goal and place of TechFest.
- Build a general webpage that describes TechFest, includes reports and examples from previous events and uses video to sell the concept and generate interest in TechFest.
- Planning must be done early so that the schedule with sponsors, vendors and breakout sessions can be posted on the website during the registration period.
- How frequently should TechFest be held, every year, every other year, etc?
- ACTION: By the next Board meeting Brenda and Wynne need to prepare a detailed plan for consideration.

6.1.3 Oktoberfest 2006:

Brenda Sarvis and Wynne Smith reported that:

- Everything is “on track”
- Registrations number 50
- An RFP is in process for the merchandise.
- Still working on last year’s sponsors. Possible new sponsor Luxury Exotics magazine.
- A commemorative pin, special parking, photo op, etc are planned for those driving their E24 6-Series to Oktoberfest.
- Discounts are being arranged with Northwest Airlines.
- Board members are encouraged to attend and will be reimbursed for travel and lodging.
- Trophies will be a pewter stein.
- Still working on the speaker for Friday night, possibly Alan Harris, VP BMW Parts and Service.
- Still need a marketing plan – use the video from 2005, emphasize promotion on the internet.

Break 10:55 – 11:10 a.m.

6.1.4 Oktoberfest 2007:

- Phoenix – in October the hotel rates are \$149 per night. Firebird won't extend a contract until around November. Question: are there other locations that have lower rates and an earlier guarantee on facilities.
- Mont Tremblant
  - Has space at less than \$100 per night.

## *BMW CCA Board Meeting March 25 – 26, 2006*

- Members would need to check their insurance for coverage in Canada.
- Vendors would need to export their material from USA and import to Canada and reverse when they return.
- Race cars would need to go thru a customs check, provide an inventory of what is being taken into Canada and report that everything taken in would be taken out on return.
- In Addition to customs questions, other factors that could affect a Canadian venue include what is possible from BMW NA and from BMW Canada and possible conflicts.

### 6.1.5 2007 Chapter Congress

- Detroit at the Westin
- High Tech amphitheatre is desirable.
- Chapter presidents, treasurers and membership chairmen will be invited.

## 6.2. National Programs and Services:

### 6.2.1 Web Site:

- See detailed report in Executive Director's pre-meeting report.
- Progress is slow in completing the technical improvements.
- ACTION: Wynne will research the proposal for additional web site staffing for presentation at the Board's April conference call.

### 6.2.2 Club Racing:

- Dave McIntyre requested that once CR appointments have been made, that he be allowed enough time to notify the individuals before other announcements are made. The Board agreed.
- Other topics were discussed in sensitive session.

### 6.2.3 Raffle & Car Selection:

A choice of cars is being offered and the flyers have been completed and sent to the printer.

## 6.3. Financial:

6.3.1 The final numbers for 2005 are in the Treasurer's pre-meeting report (attached)

6.3.2 The review of 2005 by an outside accounting firm has been completed.

6.3.3 The preliminary numbers for the 1<sup>st</sup> quarter 2006 are not final yet but appear to be approximately on budget.

6.3.4 There was a discussion about whether it would be wise to have a full audit of the financial statements.

- Louis pointed out that currently an outside accounting firm reviews the transactions each month before closing and an outside review of the financial statements is done annually by another firm.

## BMW CCA Board Meeting March 25 – 26, 2006

- The main difference between a review and an audit is that in an audit the auditors can express their opinion the appropriateness of transactions and compliance with generally accepted accounting principles.
- The last audit was in 1992.
- ACTION: Wynne will obtain costing from another reputable accounting firm in Greenville.

### 6.4. Risk Management:

There were no issues.

### 6.5. Chapter Issues:

- 6.5.1 There are no chapters on probation. Some chapters are close to probation but are responding to concerns.
- 6.5.2 Scott Blazey is still working on the new chapter officer education/information packet.
- 6.5.3 Michael Dietel of the Sin City Chapter has inquired about petitioning for a new chapter in the Northern Nevada and High Sierra regions around Lake Tahoe. Because of the distance (300+ miles) from Las Vegas there are not many events in the Lake Tahoe area.
  - Section 3, 9.2 specifies that a petition for a new chapter in an area with an existing chapter the petition needs to contain the names of 100 members. So far only about 80 have been identified. The petitioners are asking that the 100 member rule be relaxed.
  - The Board is reluctant to waive the provisions of the Operations Manual, which was designed to help a new chapter achieve critical mass and reduce the likelihood of a failed chapter. It was suggested that the petitioners discuss with the Sin City Chapter the possibility of establishing themselves as a regional sub-group. If that group can succeed in recruiting sufficient members in their area to meet the minimum membership requirement, the Board would revisit their request at a future time.

### 6.6. Sensitive Session 2:45 – 3:55 p.m.

- Letter from Kansas City Chapter Board.
- Roundel Editor expenses.

### 6.7. Membership and Administration:

- 6.7.1 Incorporating in South Carolina.
  - MOTION: Louis Goldsman made a motion to approve incorporating BMW CCA as a not-for-profit organization under the laws of South Carolina. In addition, the current incorporation in Massachusetts is dissolved in lieu of the incorporation in South Carolina. The motion was seconded by Carlos Diaz Estrada. IN FAVOR: All, except Reid Douglas who abstained.

## BMW CCA Board Meeting March 25 – 26, 2006

- *MOTION*: Louis Goldsman made a motion to modify Article 2 of the BMW CCA Bylaws to reflect incorporation under the laws of South Carolina. The motion was seconded by Fred Iacino. IN FAVOR: All.
  - The Board signed resolutions reflecting these motions.
- 6.7.2 Membership Drive & Promotion:
- 773 members have recruited 1059 new members.
  - *ACTION*: Wynne will put something on the webpage that draws attention to the progress of the membership drive.
- 6.7.3 Marketing Plan
- Robbie Kemper of KGB Group was at TechFest to see what goes on.
  - Next he will be visiting dealers, independent repair shops.
- 6.7.4 National Elections:
- 6.7.4.1 Timing & Execution:
- This year's elections had problems mailing information to associates and Life members.
  - *ACTION*: Wynne will review the ballot mailing process to insure that these are mailed to Associate and Life Members at the same time as regular members.
  - *ACTION*: Wynne will review the general timeline for election activities and be sure that it is updated and published with actual dates each year.
  - *ACTION*: Wynne will investigate what it would take to provide online voting as well as providing a forum on the website for the candidates to respond to questions from members.
- 6.7.4.2 At a minimum the candidate information (pictures and statements) currently published in Roundel should be published on the BMW CCA website.
- 6.7.4.3 The schedule and timeline should be posted on the website.
- 6.8. Regional Events:
- *MOTION*: Eddy Funahashi made a motion to recognize the BMW CCA Corral at the Monterrey Historics in the 3rd week of August 2006 as a regional event. The motion was seconded by Len Mueller. IN FAVOR: All
  - *MOTION*: Carlos Diaz Estrada made a motion to recognize the BMW CCA Corral at the Petit LeMans at Road Atlanta September 27-30, 2006 as a regional event. The motion was seconded by Fred Iacino. IN FAVOR: All.

The meeting was adjourned until Sunday morning at 8:00 a.m.

### Sunday, March 26, 2006

#### 7. Call to Order:

The meeting was called to order at 8:02 am.

**8. Attendees:**

Board Members: Scott Blazey, Mark Jon Calabrese, Len Mueller, Carlos Diaz-Estrada, John Sullivan, Eddy Funahashi, Fred Iacino, Bruce Hazard and Louis Goldsman (at the Club Racing meeting until just before adjournment).

Also attending: Wynne Smith, Reid Douglas, Bill Wade Chairman DEC, Tom Allen St. Louis Chapter President, and JR Schneider.

**9. Discussion Topics continued:**

9.1. Regional Events:

9.1.1 Carlos Diaz Estrada reported on the process of conducting the Corral at Sebring thru the IMSA/PLMS.

- Initially the process was not working and the coordination and communication was a hassle. It added a new layer of management
- In the final analysis it was a hit.
  - Had 50 cars – normally about 15 on Friday
  - Had parade laps – new
  - Sold out all the spaces for Saturday – a first.
  - Overall it was cheaper.
- Benefit:
  - Good Marketing – 30% of the participants were non-members.
  - More prominent location
- Lessons learned:
  - Confirm arrangements with IMSA as well as directly with the contractors.
  - Be sure to recognize the participation of BMW differentiating between BMW NA and the Performance Center.
  - Contact at IMSA is Larry Hayes.

9.2. Disaster Preparedness and Relief:

Gulf Coast is still recovering. Bayou Chapter is scheduling events.

9.3. Policy:

9.3.1 Standards of Conduct:

There was a brief discussion of the following proposed re-write of Section 2.9 of the Operations Manual. The goal of the re-write was the inclusion of standards for all BMW CCA members not just the Board of Directors.

---

**2.9 Standards of Conduct**

**2.9.1 BMW CCA Members Standards of Conduct**

For the BMW Car Club of America to be a positive experience for all its members, it is incumbent upon all members, with regard to their fellow members, Club officials and



employees, their chapters, and the national organization, to conduct themselves in a courteous and ethical manner. Following are the standards of conduct to which members of the BMW Car Club of America are expected to adhere:

### **BMW CCA Members Standards of Conduct**

The mission of the BMW Car Club of America, Inc. (BMW CCA) is to enhance the BMW experience for our members by providing services, support, information, and activities that promote camaraderie and encourage social awareness and responsibility.

The BMW CCA is an organization that welcomes everyone, whatever his or her age, background or car model.

With a large membership, it is appropriate to establish basic standards of conduct that govern our interactions with each other. Therefore, the following Standards of Conduct have been established. Changes shall require a majority vote of the Board of Directors.

#### ***Standards of Conduct***

Simply put - Treat others with the respect and consideration with which you would like to be treated.

- All members will treat each other with common courtesy.
- Personal confrontation, conflict, and verbal, visual, or physical abuse will not be tolerated.
- Personal criticism or defamation of one individual by another will not be tolerated.

Personal responsibilities include:

- Complying with all Club policies, rules, bylaws, and minimum standards.
- Maintaining appropriate behavior.
- Not assisting others who are attempting to knowingly violate any policy, rule, bylaw, or minimum standard or attempting to commit an unethical act.
- Abiding by the rules of competition when participating in a competitive event.

When acting in an official capacity representing BMW CCA, its programs or its chapters, members are responsible to accomplish their volunteered duties in accordance with the following standards:

- Make certain the organization is operating legally.
- Take precautions to minimize or eliminate risk, especially with regard to individual safety, property protection, and legal liability. Act so as to safeguard organization assets.

### **2.9.2 BMW CCA National Board of Directors Standards of Conduct**

The members of the Board of Directors serve as representatives of the Club in all approved activities. As such, they are responsible to conduct themselves and club business in a courteous and ethical manner. Following are the standards of conduct to which Board members are expected to adhere:

## **BMW CCA National Board of Directors Standards of Conduct**

The mission of the BMW Car Club of America, Inc. (BMW CCA) is to enhance the BMW experience for our members by providing services, support, information and activities that promote camaraderie and encourage social awareness and responsibility.

The BMW CCA is an organization that welcomes everyone, whatever his or her age, background or car model.

As leaders of a large membership organization, it is appropriate to establish basic standards of conduct that govern our interactions with each other. Therefore, the following Standards of Conduct have been established. Changes shall require a majority vote of the Board of Directors.

### ***Standards of Conduct***

Simply put - Treat others with the respect and consideration with which you would like to be treated.

- All Board members will treat each other with common courtesy.
- Personal confrontation, conflict, and verbal, visual, or physical abuse will not be tolerated.
- Personal criticism or defamation of one individual by another will not be tolerated.

Personal responsibilities include:

- Complying with all Club policies, rules, bylaws, and minimum standards.
- Maintaining appropriate behavior.
- Not assisting others who are attempting to violate any policy, rule, bylaw or minimum standard or attempting to commit an unethical act.
- Abiding by the rules of competition when participating in a competitive event.

Responsibilities of the Board of Directors:

- It is the responsibility of all members of the BMW CCA Board of Directors to set the model of behavior that the rest of the Club and its employees and contractors can emulate. A member of the Board of Directors who violates the Standards of Conduct is subject to removal from office in accordance with Article 6 Section 5 of the BMW CCA Bylaws.
- Members of the BMW CCA National Board of Directors draw on their knowledge, values, and skills to carry out the mission of the Club. BMW CCA National Board volunteers are expected to accomplish their volunteered duties in accordance with the following standards:
  - Board members must make certain the organization is operating within a legal framework.
  - Board members have a legal and fiduciary responsibility for the protection of all assets.
  - Board members must attend Board meetings; absence being for good cause.

- National Board members will keep issues deemed sensitive confidential under the provisions of the Operations Manual.
- Members of the BMW CCA Board of Directors, in the conduct of their duties, may accept from chapters, small tokens of nominal value for recognition or appreciation. Such gifts may not be related in any way to giving preferential treatment to any chapter or individual.
- Club resources may be used only for Club purposes.
- Board members will not take action or provide any input to a matter that will have a direct and predictable effect on their outside financial interests.
- Board members must perform their official duties fairly and impartially.

**Adopted by the Board of Directors on \_\_\_\_\_**

---

9.3.1.1 *MOTION:* Len Mueller made a motion to approve the new Standards of Conduct as presented. Fred Iacino seconded the motion. IN FAVOR: All except Louis Goldsman who was absent.

9.3.2 Non-Geographically Based Chapters:

9.3.2.1 There was an open discussion of the recent by-law changes that allows the possibility of non-geographically based chapters. Highlights of the discussion are:

- The by-laws change provide the ability for non-geographically based chapters, now we need to decide when and how this is accomplished.
- In the past there have been inquiries but the only option was geographically based chapters.
- Most Chapters have a 50% retention rate overall and about 30% the first year of membership.
- What's happening at the National and Chapter level is not addressing the needs of 70% of the first time members.
- With the non-geographically based chapter option, how much of this 70% could we retain?
- The marketing firm will look at this area provide some input.

9.3.2.2 The consensus was that we should wait for a request. Further, it was decided in principle that what ever form these chapters take, the current chapter standards should apply.

**10. Future Meetings:**

10.1. Next Board Meeting: June 17-18, 2006, Cincinnati, OH

10.2. Board Meeting Changes:

- September 16-17, Waltham, MA
- January 27-28, Tampa, FL

## *BMW CCA Board Meeting March 25 – 26, 2006*

### 10.3. Conference Calls:

- April 27<sup>th</sup>, 8:30 p.m. EST.
- May 25<sup>th</sup>, 8:30 p.m. EST.

10.4. The date of the next Annual Meeting will be the same as the date of the first quarter 2007 Board meeting, to be held in Greenville, SC in March 2007.

### 11. **Adjournment:**

*MOTION:* Louis Goldsman made a motion to adjourn. The motion was seconded by Len Mueller. IN FAVOR: All

*BMW CCA Board Meeting March 25 – 26, 2006*



BMW Car Club of America, Inc.  
Scott Blazey  
President  
7610 N Caldwell Avenue  
Kansas City, Missouri 64152  
Phone (816) 587-4185  
E-Mail [president@bmwcca.org](mailto:president@bmwcca.org)

March 10, 2006

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

Subject: President's Pre-meeting Report for March 25-26, 2006 Board Meeting

**Travel**

January 20-22, 2006 to Dallas, TX for the BMW CCA Driving Events Conference.  
March 23-26, 2006 to St. Charles, MO for BMW CCA TechFest 2006/Gateway Tech, National Board Meeting, and Annual Meeting.

**Planned Travel**

June 16-18, 2006 to Cincinnati, OH for National Board Meeting

**Draft Standards of Conduct**

The draft standards of conduct were distributed for Board review on February 20, 2006.

**ZF Public Service Awards**

ZF Industries has generously added additional cash prizes for chapters ranked in the 20th through 40th positions for the 2006 ZF Public Service Awards.

Respectfully submitted,

Scott Blazey

*BMW CCA Board Meeting March 25 – 26, 2006*



BMW Car Club of America, INC  
Mark Jon Calabrese  
Executive Vice President  
2774 Scarlet Rd  
Germantown, TN 38139  
Voice (901) 759-9085 H, (901) 378-1888 C  
E-Mail [MJ@calabrese.cc](mailto: MJ@calabrese.cc)

March 10, 2006

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

Subject: Vice President's Pre-Meeting Report, March 25-26 Board Meeting

**TRAVEL**

- January 21-22 to Dallas, TX for BMW CCA Driving Events Conference
- March 4 2006 to Atlanta, Ga. Guest speaker at Peachtree Chapter Meeting

**OKTOBERFEST**

- Now that I have been re-elected for another term I will plan a meeting in the next quarter with the Oktoberfest planning group. During this meeting we will discuss new ideas for future events

**SIG's**

- With the new SIG standards now accepted I will be sending out a letter to all the current SIG groups explaining our new guidelines. Included in the letter will be the new application forms. I have included a copy of my letter along with this report.

**SERVICE OFFICERS**

- During the last month I've contacted all of the Club's Ombudsmen to discuss the idea of keeping a database of the problems they encounter during the year. All of them seem receptive to the idea and I'd like a chance to discuss the idea with the Board during our meeting.

Thanks

M J Calabrese



BMW Car Club of America, Inc.  
 Louis P. Goldsman  
 Treasurer  
 5296 Via Jacinto  
 Dos Vientos Ranch, CA 91320-6895  
 Phone: 805-499-3849  
 E-Mail: [treasurer@bmwcca.org](mailto:treasurer@bmwcca.org)

March 20, 2006

To: BMW CCA Board of Directors  
 BMW CCA Executive Director

Subject: Treasurer's Pre-meeting Report

- Travel: Board of Directors Meeting – Greenville, SC  
 January 14-15, 2006 \$534.41  
 DEC Meeting – Dallas, TX; January 21-22, 2006 \$329.35
- Planned Travel: TechFest and CCA Board & Annual Meetings – St. Charles, MO; March 23-26, 2006

Income Statement – Period Ending December 31, 2005

	<u>Jan - Dec 2005</u>	<u>Budget</u>
Ordinary Income/Expense		
Total Income	\$5,199,033.71	\$4,138,542.00
Total Cost of Good Sold	<u>1,406,148.39</u>	<u>1,189,000.00</u>
Gross Profit	\$3,792,885.32	\$2,949,542.00
Total Expense	<u>3,651,530.45</u>	<u>3,025,346.00</u>
Net Ordinary Income	\$141,354.87	(\$75,804.00)
Other Income/Expense		
Total Other Income	69,742.22	54,900.00
Total Other Expense	<u>108,897.72</u>	<u>56,300.00</u>
Net Other Income	<u>\$(39,155.50)</u>	<u>(\$1,400.00)</u>
Net Income	<u>\$102,199.37</u>	<u>(\$77,204.00)</u>

Balance Sheet – As of December 31, 2005

ASSETS	
Total Current Assets	\$1,679,193.58
Total Fixed Assets	337,602.27
Total Other Assets	<u>1,193,000.08</u>
TOTAL ASSETS	<u><u>\$3,209,795.93</u></u>
LIABILITIES & EQUITY	
Total Liabilities	\$2,282,311.07
Total Equity	<u>927,484.86</u>
TOTAL LIABILITIES & EQUITY	<u><u>\$3,209,795.93</u></u>

Respectfully submitted,  
 Louis Goldsman

*BMW CCA Board Meeting March 25 – 26, 2006*



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

March 15, 2006

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

**Subject:** Secretary Pre Meeting Report – March Board Meeting

**Travel & Expenses:**

- January Board meeting: \$ 331.37
- DEC Conference: \$ 353.69

**Board Meeting Minutes:**

*MOTION:* Fred Iacino made motion to approve the minutes of the January 16-17, 2006 Board meeting. Len Mueller seconded the motion and on Feb. 23<sup>rd</sup> the motion was approved.  
*INFAVOR:* Scott Blazey, Mark Jon Calabrese, Louis Goldsman, Bruce Hazard, Reid Douglas, Carlos Diaz-Estrada, Len Mueller, Fred Iacino, Eddy Funahashi.

**Conference Call's:** Minutes are attached for conference call held on February 23, 2006.

Respectively Submitted

Bruce Hazard



## *BMW CCA Board Meeting March 25 – 26, 2006*

### *BMW CCA BOARD CONFERENCE CALL*

*MINUTES: FEBRUARY 23, 2006*

#### **12. Call to Order:**

The meeting was called to order at 8:35 p.m. EST.

#### **13. Attendees:**

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

Not Attending: Reid Douglas

Other: Wynne Smith

#### **14. Topics:**

##### **14.1. Raffle Car 2006:**

14.1.1 Many car options were discussed. Wynne stated that we should consider something in the \$40K range.

14.1.2 There was discussion about how to increase ticket sales. One approach might be to just to advertise and raffle a cash prize rather than a model since most winners take the cash rather than the advertised model anyway. Another approach discussed was to advertise a choice of models that would appeal to a larger cross section of the membership. This might attract individuals that may not be attracted to a single advertised model.

14.1.3 The Board favored the choice of models approach and Wynne will draft a flyer for the Board to review.

##### **14.2. Membership Incentive Program:**

14.2.1 660 members have recruited 885 new members. The renewal rate in January was 54%.

14.2.2 Incentive prizes are on the Membership Drive webpage

##### **14.3. March Board Meeting:**

Scott will be sending the agenda shortly. Wynne mentioned that the Board will be asked to sign resolution documents regarding the change of incorporation from Massachusetts to South Carolina.

##### **14.4. Ofest 2005:**

The final numbers are just about finalized and it appears that the result will be to the good in the \$30K range.

##### **14.5. Ofest 2006:**

- All the venues are selected and contracted, except the concours which should be selected shortly.
- All the events have chairmen who will meet with the National staff the end of April to review expectations and event plans.
- There are 27 registrants.
- The speaker for Friday evening has canceled due to scheduling conflicts. The search is on for a new speaker.

*BMW CCA Board Meeting March 25 – 26, 2006*



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

March 12, 2006

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

Subject: North Atlantic Region Pre-meeting Report

**NARVP Travel.** None other than Board meeting

**Planned Travel.** Will travel to the Board Meeting in St. Louis

**NARVP Discretionary Funds.** None at this moment, but may spend a few bucks before the meeting.

Nothing else to report.

Respectfully submitted,

Reid Douglas

*BMW CCA Board Meeting March 25 – 26, 2006*

**From:** CARLOSDE@aol.com [mailto:CARLOSDE@aol.com]

**Sent:** Tuesday, March 14, 2006 5:26 PM

**To:** bhazard@webaccess.net; ccredit@qwest.net; edpm3@earthlink.net; funa@sbcglobal.net; leonardmueller@earthlink.net; Mark@calabrese.cc; reiddouglas@comcast.net; treasurer@goldsmn.com; wynne\_smith@bmwcca.org

**Subject:** South Atlantic Pre-Board report

Things have been quiet in the region. But here it goes:

Newsletters seem to be running slow during this first quarter.

I know, it's every 90 days. I'm just saying. Gulf coast is working on the "Call for help" newsletter.

They need help, and are looking for new blood so to speak.

I leave in a few days for the 12 Hours of Sebring. This thing has been all over the place. But on a good note, it looks like it may actually come together somehow. Can't wait to go to the track and see the final product.

Peachtree is already working with IMSA for the Petit Lemans.

Len has brought you up to speed on changes in his region. Since the Congress the DEC has been working on the Autocross and Driving School standards.

Travel:

I visited the Tidewater Chapter and attended the DEC Congress

Carlos Diaz-Estrada

South Atlantic Regional VP

**From:** [Leonard Mueller](#)  
**To:** BMW Board: Wynne Smith  
**Sent:** Saturday, March 11, 2006 2:04 PM  
**Subject:** North Central Region Pre-Meeting Report

**NCRVP Travel :** None

**Planned Travel :** March TechFest in St. Louis

April ITS/DE with Missouri Valley Chapter, [first in NCR]

FiverFest in May with Windy City

Bluegrass CR and DE Putnam Park in May, \$0

June board meeting in Cincinnati, about 20 miles from home. :)

**Discretionary Funds Disbursed :** \$0

**Relevant Notes:**

For the Saturday evening banquet at TechFest, the members of the committee will each receive a plaque thanking them for this event in appreciation for all their hard work. Wednesday evening I am meeting with them and a few others for dinner, courtesy of RVP discretionary funds.

At the April ITS at Mid America Motorplex, RVP funds will do something similar Thursday evening. This, as the first ITS program in the NC Region, merits special consideration. The MVC has secured Sam Smith to cover the event for the Roundel, paying for his airfare and lodging with the thought that covering this important program in the Roundel would generate both increased support and awareness of the ITS program.

The Buckeye, Bluegrass, and Hoosier Chapters are planning to have the ITS program at Putnam Park at the July Buckeye DE. Details to be finalized.

*BMW CCA Board Meeting March 25 – 26, 2006*



BMW Car Club of America, Inc.  
Fred Iacino  
South Central Regional Vice President  
P.O. Box 217  
Arvada, Co. 80001  
Phone 303-478-8490  
E-Mail <ccredit@qwest.net>

March 18, 2006

Subject: South Central RVP Pre-Meeting Report

Travel

DEC Conference

Just returned from Houston where I joined them for their Annual Car Control Clinic and Autocross.

Planned Travel

Board Meeting St Louis

Smokey Mountain Chapter Street Survival April 28-30

Heart of Dixie Club Race/Drivers School May 26-28

Discretionary Funds

None used

Tejas Chapter and New Mexico have been communicating with each other and have asked me to move the members in El Paso Texas to the New Mexico Chapter. Tejas surveyed the El Paso members and it seems they are in agreement. I've agreed to make the move and have asked Wynne and Jon Van Arsdale President New Mexico to work together and make the zip code changes.

See you in St Louis

Respectfully submitted

Fred

*BMW CCA Board Meeting March 25 – 26, 2006*

March 7<sup>th</sup>, 2006

Pre meeting report

To: All board members, Executive Director BMW CCA

From: Eddy Funahashi, Pacific RVP

Subject: Pacific pre-meeting report

Pacific Travel:

January 13-15<sup>th</sup> Board meeting, Greenville, SC.

January 20-22<sup>nd</sup> DEC conference, Dallas, TX.

January 27-29 Chapter elections/banquet, Tucson, AZ.

February 17<sup>th</sup>. Instructor Training, Pacific Region, Buttonwillow, Ca.

Planned Travel:

March 24-26. Board meeting St. Louis, MO.

May 6. Street Survival School. Golden Gate Chapter.

June 2<sup>nd</sup> BMW CCA Driving School. Central Ca. Chapter

June 3-4 BMW CCA Driving School. Willow Springs, LA Chapter

June 16-18 Board meeting, Cincinnati, OH.

Pacific Discretionary/Corral Funds:

None

I need to mention that the February 17<sup>th</sup> Instructor Training went very well.

It appeared to me that the format for candidates closely followed the format that we've adopted complete with the "Instructor Candidate Manual".

I've been approached by a Reno member, Michael Dietel, asking of what the procedures would be to either start up a new chapter or to succeed from the existing chapter in order to better serve the local members in his area. I hope to have a proposal from Michael to offer by this meeting.

Thank you,

Eddy Funahashi



**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](mailto:wynne.smith@bmwcca.org)

## ***Executive Director's Pre-Meeting Report***

March 9, 2006

To: BMW CCA Board of Directors

Subject: Executive Director's pre-Meeting Report

### ***Embassy Suites St. Charles***

Two Convention Center Plaza,  
St. Charles, Missouri, United States 63303  
Tel: 636-946-5544 Fax: 636-946-5577

**Take Hwy 70 West to the 5<sup>th</sup> Street South exit.  
You will go under the highway heading South on 5<sup>th</sup> St.  
Turn right on Veterans Memorial Pkwy.  
Follow Veterans Memorial Pkwy for about ¼ mile.  
The Embassy Suites will be on the left side.**

We have arranged **Budget** rental cars and an email will be sent to you all with the **BCD code** that will be necessary to collect the cars, as well as information on who will be renting and who will be riding along.

### **NATIONAL OFFICE TRAVEL**

**January 16 – March 26, 2006**

Brenda Sarvis and Jennifer Skatzes to  
Grand Rapids to meet with hotel,  
Convention center, and preview venues  
set for various Oktoberfest activities

February 2 – 5, 2006

Wynne Smith to Foundation Meeting in Atlanta, GA

March 4, 2006

Wynne Smith, Brenda Sarvis and Suzin Koehler to  
Gateway Tech in St. Louis

March 23 – 26, 2006

### **TRIPS PLANNED**

**March 27 – June 16, 2006**

Brenda Sarvis and Wynne Smith to  
Grand Rapids for Oktoberfest Chair Meeting

April 28-30, 2006

Wynne Smith to Foundation Meeting in San Francisco

June 9-11, 2006

### **SERVICE OFFICERS RENEWAL FOR 2006**

## BMW CCA Board Meeting March 25 – 26, 2006

### Continuing:

Oscar Velez	TSA
Kevin Andrew	South Central DEC
Robyn McNutt	Pacific DEC
John Cox	Risk Committee
Bill Wade	Chairman/DEC
Sean Leuba	Ombudsman
Doug Troupe	Risk Committee
JoElla John	South Atlantic DEC
Terry Sayther	TSA/Chair
Ken Whittall-Scherfee	Ombudsman/Chair
Leif Anderberg,	TSA

### Retiring:

Sheldon Nelson, North Central DEC

### No response yet:

Ross Karlin, North Atlantic DEC  
Dwayne Mosley, Ombudsman  
Rogen Chhabra Ombudsman  
Paul Dzimian, TSA  
Brett Hurless, TSA  
Peter Langenwalter, TSA  
Jenny Morgan, TSA  
Pete McHenry, TSA  
Carl Nelson, TSA

### **BMW CCA FOUNDATION**

The BMW CCA Foundation is in sound financial condition. The Foundation is running an ad in *Roundel* for a Fantasy weekend at F1 in Montreal. Sales began March 3<sup>rd</sup> and are doing extremely well. The Foundation Trustees joined the Peachtree Chapter for dinner while they were meeting in Atlanta and the chapter donated \$1,500 to Street Survival.

Bill Wade and Bruce Smith are pulling out all the stops with the goal of hosting 40 Street Survival Schools in 2006.

### **MEMBERSHIP CONTEST**

Seven Hundred Seventeen (717) members have referred nine hundred sixty-nine (969) new people since September 1st, 2005.

### **BMW CCA MARKETING**

In process – we have hired KGB Advertising. Our first meetings will take place in Greenville, March 16 and 17. Robbie Kemper will be attending Gateway Tech to meet with members of the Board and mainly to gather information about this aspect of club membership.

1) We have provided KGB with a copy of your lapsed member survey and the tallies of the responses (maintained for the past year). We are requesting that renewing members answer a survey on the [www.bmwcca.org](http://www.bmwcca.org) website telling us why they have renewed.

2) Robbie interviews BMW dealers and repair shops outlined above and does ground zero ENTHUSIAST research.

Timeline: March 2006 - mid-April 2006

### **3) Invent new BMW-CCA brand through creative strategy.**

This includes a position statement, graphics and “attitude” of our Brand. This will be shown in the context of a web site, Roundel, membership brochure and other marketing materials that will be developed as a result of the research. These could include things like: membership contest materials, ENTHUSIASTIC BMW-CCA posters, ads for other car club publications: Porsche, Audi, MB, etc., electronic campaign via email with web links.

Timeline: mid-April 2006 - mid-May 2006



## *BMW CCA Board Meeting March 25 – 26, 2006*

### **4) Implementation**

This includes moving the creative mock-ups from concept to fine-tuning into reality. It includes processes like: copy writing, design, electronic design and files, creation of files for printers of the assorted materials and distribution of materials to BMW Dealers and independent repair shops. Develop incentives for members, dealers and shops to participate.

Timeline: mid-May - mid-June 2006

### **5) Measurement**

With all our materials we recommend a special phone number, email or contact to BMW-CCA that tracks traffic and response. One way to track response is to look at the numbers at the end of the year. However if we can actively watch response we can re-allocate or shift focus away from or to a more productive tool.

Timeline: from beginning of campaign launch (end of June 2006) through balance of 2006

### **DRIVING EVENTS CONFERENCE JANUARY 20-22, 2006 Dallas**

Outstanding conference. Over 120 chapter representatives attended. Cost for the event as of today is **\$87,079**. That's just a tiny bit less than the budgeted amount of **\$92,500** for this year. I believe we have the lion's share of the expense reports paid – there may be a few stragglers, but I don't expect we'll go over budget on this event. Sorry, Louis – once again I've failed to meet budgetary expectations.

The surveys returned post-event have been very positive. The only negative comments centered on Tony Funicello's reticence about sharing his written materials on site.

### **CHAPTER CONGRESS 2007 – LOCATION NOT SET IN STONE**

At the last meeting I indicated that we were looking at holding the conference in Detroit. But, lately I have had this bug to find a facility like the Westin Airport Atlanta that offers an amphitheatre set-up. The Westin has worked so well first with the DEC Conference in 2003 and then the Newsletter/Webmaster in 2005 that I'd really like to find a property with a similar meeting room for our Chapter Congress next year.

Debbie Warner of Central California has asked Eddy and me about having chapter Secretaries rather than Membership Chairs be the third group paid for by National in 2007 (if we are going to budget for a third group) to attend. I think that's a fine idea – what say all of you?

### **GATEWAY TECH 2006**

Well, we're closing in on this event and we're looking really good. We're trying to determine who on the schedule should only speak twice because we have too many speakers. We have great door prizes, great food, a great location and 208 people registered and expect a minimum of 50 day passes. Brenda has done an outstanding job of obtaining sponsorship, and unless none of those day-passes show up, we should break-even or take only a minimal loss. The team in St. Louis is excited and raring to go.

Just so you have perspective – at this point in 2004 we had only 147 registered for the event. We ended up with something like 230 – there were a lot of walk-ins and day passes, so I'm reasonably confident that we'll end up with 250 or so for Gateway Tech this year.

There will be, of course, our Board meeting conducted Saturday and Sunday, a meeting of the Roundel staff Saturday, and a Club Racing staff meeting Sunday.

### **BMW CCA WEBSITE**

*BMW CCA Board Meeting March 25 – 26, 2006*

Gavin is producing an update for discussion at the upcoming meeting including a wish list of our own.

We have contracted with Layton Chauvin of the Peachtree Chapter to assist Gavin with some of the nuts and bolts of website improvements and additions. Layton, Gavin and I will be meeting with Sandra Gordon and JoElla John of Tarheel Chapter, and Brian Ghidinelli of Pukka-Soft with respect to the development of a driving event registration module.

I am discussing the potential position of Website Content Editor with Bill Howard with a view towards developing such a job and staffing requirements for it.

**RAFFLE 2006**

So, 1 in 2600 odds and you like the three cars – I'm going to press on the flyers I'd like to see them drop the week of May 1, 2006.

**OKTOBERFEST 2005**

\$35,000 profit just for the club – no telling what Tarheel ended up with, but they're smiling like the Cheshire Cat, so it's probably as good if not better.

**OKTOBERFEST 2006**

We have chapters or Oktoberfest teams in place for all events. We will be conducting a meeting with just the committee chairs in April for walk-through, tours, and a run-through of the week to make sure we're all on track (so to speak) and have the bodies necessary to pull the event off.

**OKTOBERFEST 2007**

Roadrunner and Sonora chapters are on board and committed to handling the driving school – we will now begin the process of lining up teams for the balance of the events. It's looking like there will be two hotels. One right at the track for the big spenders (200 per night) and we will hold a few of the receptions there – the other about 30-minutes away and \$159 per night (the actual host hotel). More once we've hammered out contracts, etc.

-----  
Respectfully submitted,

Wynne Smith



David McIntyre  
BMW CCA Club Racing Chairman  
214 Paterson Rd  
Fanwood NJ 07023  
646-254-2442 days  
908-322-0392 eves  
+44 772 689 0789 UK  
chairman@bmwccaclubracing.com

March 10, 2006

**To:**

Board of Directors, BMW CCA  
Executive Director, BMW CCA

**Travel:**

- January 20-22, 2006 to Dallas for DEC.

**Planned Travel:**

- March 24-26, 2006 to St Louis for National Board & Club Racing Meetings
- April 14-16, 2006 to VIR for Club Race.

**Accomplishments:**

- **National Tech Steward.** Jack Money was appointed National Tech Steward on January 11. He has been doing a great job getting the rules clarification process running.
- **National Safety Steward.** Joe Marko of HMS was appointed National Safety Steward in mid-January. Joe brings a tremendous amount of racing safety knowledge to the table, and has been instrumental in many of the safety improvements in the 2006 rules. He has also been consulted in safety-related rules clarifications.
- **Club Racing Staff Meeting.** On Sunday, March 26 Club Racing will be holding its annual staff meeting at Gateway Tech. Nearly all the national and regional level staff will be attending. As you know, this annual meeting is required by the CCA Ops Manual.
- **Schedule.** The 2006 racing schedule is up to 33 events, two more than we held in 2005. I believe we may end up with 1-3 additional races as well.
- **Racing Schools.** Scott Hughes is working to setup a schedule which should be on the website by mid-March. We will hold a racing school during the Club Race weekend at O'Fest.
- **Clarifications.** Jack Money and the Rules Committee have officially issued approximately 25 clarifications on the website, with 0 private clarifications. The entire Rules Committee has voted on each issue.
- **Merchandise.** I believe that we will have Club Racing logo shirts, jackets and hats once again available very soon. The demand for this merchandise appears to be very high, as it has not been available for several years.

**Issues:**

- The race at Barber (combined with PBOC) had only 3 or 4 BMW CR entrants. We believe this was due to the late scheduling of this race and that many racers' cars were

## BMW CCA Board Meeting March 25 – 26, 2006

not yet ready. I received conflicting reports as to whether or not scales were present, etc. We are presently evaluating whether or not to hold more joint event with PBOC this season.

- The Winterfest race at Sebring only had 12 BMW CR entrants. That is less than in 2005, but more than in 2004. Another combined PBOC event.
- The race at No Problem Raceway planned by the Bayou Chapter was unfortunately cancelled due to continuing Katrina issues. We hope to hold this event next year.
- We are having a hard time scheduling a race at Watkins Glen, one of our most popular venues. The GVC chapter is concerned about the finances. Vince Leo and Scott L. Smith (NA CRAC) are working together to find a solution.
- The hoped-for race at the Autobahn Country Club to be sponsored by Fall Line Motorsports did not work out. Lead time was too short to make all the necessary plans and arrangements, and there were few volunteers to help.
- Because SSF is no longer a Club Racing sponsor, we have contracted directly with GoGoGear to produce “BMW CCA Club Racing” branded number boards until a national number board sponsor has been found. These number boards are available through Fran. We will allow racers to run their old SSF number boards until we find a new national number board sponsor.
- How to handle SCCA ITS racers, especially with their newly-mandated SIR, continues to be debated. They are currently required to run exactly as required in the SCCA rules if they want to run under their SCCA logbook. Other options include creating an ITS class and allowing them to run under their SCCA logbook but without the SIR.
- Ops Manual. Due to my work I have been in London since January 3<sup>rd</sup>, which has set back my desired progress on the Ops Manual. However, I have several trans-Atlantic and trans-pacific flights coming up during which I hope to complete a first draft.

### Sponsors:

- SSF is no longer a Club Racing sponsor. Because their business is at the wholesale level, it was very difficult to determine their ROI, and we could not come to a financial agreement.
- We have come to an agreement with another sponsor about their past bills.
- Ross Karlin and I are actively seeking new sponsors.

### Stats:

	<u>January 9</u>	<u>March 10</u>	<u>Change</u>
Competition	459	409	- 12.2%
Provisional	49	52	+ 5.7%
Rookie	68	82	+ 17.1%
<b>Total</b>	<b>576</b>	<b>543</b>	<b>- 6.1%</b>

Respectfully Submitted,

David McIntyre  
BMW CCA Club Racing Chairman

*BMW CCA Board Meeting March 25 – 26, 2006*

March 10, 2006

Roundel Managing Editor's Pre-Meeting Report

Publication:

The April issue is currently in the early proof stage but it should contain 152 pages plus covers, and eleven feature articles.

The cover is a nighttime shot of a BMW-powered Riley with Daytona's Ferris wheel, by Steve Alvine

Advertising Revenue:

For YTD through the February issue, ad pages are up over 4% compared to 2005 with a 0.5% increase for February compared to 2005. Billings from advertising is running 5% ahead of last year's YTD.

Editorial Calendar:

The most current editorial calendar from the Editor-in-Chief is included below. You should receive an updated version at the board meeting.

Production Costs:

January's issue was 168 pages plus Gateway Tech insert and ballot insert and came in at an expectedly slightly-higher cost-per-issue. February's Roundel was another 152-page issue but printing cost per issue was down slightly from recent similarly sized issues. I've not yet received current financial information on which to report.

Roundel Calendar:

We were forced by last minute advertising additions to limit the calendar page content for February. March includes a full-page of event information.

Staff Meeting;

We will be holding a staff meeting at Gateway Tech, on Saturday, and expect some twenty attendees.

New MINI Columnist:

With the addition of Vince Leo in February as our new MINI columnist, we now have thirteen columns and one editorial in each issue.

As always, we continue to feel Roundel is fulfilling its mission to inform, entertain, and provide a sense of community for our members. Your suggestions and constructive criticism are welcome and encouraged.

Sincerely,

Phil Marx