

**BMW CCA BOARD MEETING
SEPTEMBER 16-17, 2006
Waltham, MA**

MINUTES

Saturday, September 16, 2006

1. Call to Order:

The meeting was called to order at 8:01.

2. Attendees:

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

Also attending: Wynne Smith, Phil Marx, Satch Carlson, Brenda Sarvis, Bill Wade,

Guests: Bill Howard, Susan Koehler, Bjorn Zetlerund, Dyke Morrison, Bill Olgby, Robert Isbitski and Bill Heumann, BMP.

3. Minutes:

The minutes of the June 17-18, 2006 Board meeting were approved by vote of the Board on August 1, 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 updated his pre-meeting report mentioning that all but 4 SIG's (2002 Email Digest, BMW Model Collector's Club Int'l, M Register, and 1600/2002 Cabrio Register) have not submitted the necessary information to be recognized. One new SIG submitted the necessary information, the 8 Fest by Steve Cohen.

4.3. Secretary:

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

4.4. Treasurer:

Louis Goldsman had nothing to add to his pre-meeting report.

4.5. Pacific RVP:

Eddy Funahashi updated his pre-meeting report mentioning that some of his chapters are having problems with their Board of Directors. He has made calls directly rather than using email and has met with positive results.

4.6. South Central RVP:

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

4.7. North Central RVP:

Len Mueller had nothing to add to his pre-meeting. He clarified that the \$636 he spent for the Saturday night dinner at the Oktoberfest Club Race was well received and appreciated by the Club Racing staff and racers in view of the disappointing participation and impending loss.

4.8. South Atlantic RVP:

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

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4.9. *North Atlantic RVP:*

John Sullivan updated his pre-meeting report adding that the Mountain State Chapter has a President and published a newsletter but is delinquent on their 2004 financial report. He also mentioned that the White Mountain Chapter is on probation.

4.10. *Executive Director:*

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

4.11. *Club Racing:*

There was nothing to add to Dave McIntyre's Club Racing pre-meeting. Louis Goldsman did report that CR is financially in good shape and \$40,000 ahead of budget and adding to the operational reserves.

Carlos Diaz-Estrada mentioned that Puerto Rico Chapter is interested in a CR presentation and he will be working with Dave McIntyre to schedule a meeting.

4.12. *Roundel:*

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

4.13. *DEC:*

Bill Wade had nothing to add to his pre-meeting report. He did mention that the event management change to the Driving Events minimum standards that was discussed at the DEC in January will soon be presented for Board approval.

Break – 8:55 to 9:10 a.m.

5. **Discussion Topics:**

5.1. ***Bluegrass Motorsports Park Presentation:***

5.1.1 Bill Heumann presented a proposal for BMW CCA to invest in the proposed BMP.

Background: There are no track options in the Kentucky region around Louisville, Lexington and Cincinnati region. Bill along with Keith Williams, Steve Cullen and Bill Wade has put together a business plan for the construction of a track within the triangle formed by these cities.

This could be a multi-use property with the initial and core use being a track for high speed driving events. The business proposal involves a mix of investors, memberships and rentals from car clubs, corporate use, and Public Safety agency training.

The total project is estimated to be \$5-6M. Approximately \$1M has been pledged as of September 15, 2006.

Proposal to BMW CCA: Purchase of the land (\$1-1.3M) with a lease back to the operating entity with an option to purchase. Additionally, BMW CCA would be recognized in promotional material and BMW CCA Chapters would have first priority for track dates.

Investment in land could have a better ROI than our typical investment CD's.

5.1.2 BMP would like an indication of BMW CCA's interest in the next few months. They currently do not have any firm deadlines.

5.1.3 Wynne Smith will work with BMP to obtain additional information for consideration by the Board.

5.2. ***Website:***

5.2.1 With the search for a Website Editor taking longer than anticipated, Carlos Diaz-Estrada has coordinated moving forward with changes thru the collaboration between Gavin Hoffman and Bill Howard. Bill Howard made a presentation

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illustrating the changes with a before and after comparison and the impact of website visits. The changes include:

- Increased number of stories: 66 in July, 100 in the last 3 weeks of August.
- Stories posted within 1-2 days after the event. Multi-day events had stories posted each day.
- Photo or graphic with each story.
- News Releases reworked and an increased number of own BMW news stories. There is no benefit to just repeating a story that you can get from another website.
- Stories to promote CCA activities.
- Solicited member event recaps via a Post Feedback link.
- Appealed to potential members with additional car news, covering CCA events in a positive light and making it easy to join with *Click Here to Join* links.
- Refresh standing items with current images and images with people.
- Respect copyrights citing original with quotes and a link to the original story.
- Improving the fit and finish.

5.2.2 As a result of these changes the website daily visits doubled (1600-2000) in the first two weeks of September as compared July (800-1000).

5.2.3 The Board was impressed with these results and encouraged the Gavin Hoffman and Bill Howard collaboration to continue.

Lunch – 11:50 a.m. – 12:45 p.m.

5.3. **DEC:**

5.3.1 Bill Wade reported that he is working on reimbursement standards for the ITS training program. This will eliminate the confusion the currently exists as to the ITS grants are paid/reimbursed.

5.3.2 The Rocky Mountain Chapter will be reimbursed \$1,000 as promised for their recent ITS program.

5.4. **BMW CCA Financials:**

5.4.1 There was a discussion regarding our investment policy. Louis Goldsman pointed out that the primary investment instrument is CD's. An investment counselor specializing in CD's is used to select the best performing CD's. The cost for this service is about \$200 each time.

5.4.2 A straw poll was taken of the attendees as to what level of risk should BMW CCA be taking in its investments. Unanimously, those present felt that we should be conservative.

5.5. **National Events:**

5.5.1 **TechFest 2007:**

- The hotel is the Tacoma Sheraton, March 22-24, 2007.
- Solicitation of sponsors and vendor has begun.
- Griot's is interested in participating in a big way.
- 6 speakers for the tech sessions along with the TSA's have been confirmed.
- Bobby Rahal is a possibility as Saturdays keynote speaker.
- Many ideas were discussed about how to increase participation and maximize participation so that sponsors and vendors will see it as worth their time and effort. Do we include non-members, do we incorporate a show & shine, do we

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sell a day pass for non-members, etc. Wynne and Brenda will formulate a proposal in the next two weeks.

- There was discussion and growing support for doing TechFest every other year as a way to keep it fresh and potentially draw larger crowds.

5.5.2 **Oktoberfest 2006:**

- Although the sponsorship payments from BMW NA and Michelin have yet to be received, the projection is that there will be a surplus of around \$10,000.

Break – 2:00 to 2:15 p.m.

5.5.3 **Oktoberfest 2007:**

- Fort Worth – Downtown Hilton 9/30-10/5/2007
- A few Chapters have been signed up to run events.
- The Car Control Clinic will be replaced with the Street Survival School.
- Solicitation for vendors will begin soon. The solicitation will include a multimedia CD.
- Some of the meals may be off-site.
- All the driving events (except rally) will be at the Motorsports Ranch facility.
- Mark Jon Calabrese is working closely with the E30 M3 groups to get ideas about how to celebrate this featured model. Lots of great ideas are being generated.
- Sample logos were reviewed by the Board. They will also be presented to the Texas Chapter(s) for comment.

5.5.4 **Trophies:**

- There was discussion that some of the special trophies that are awarded at Oktoberfest are no longer relevant due to the fact that some of the models that are memorialized no longer show up at Oktoberfest in sufficient numbers to make awarding trophies appropriate.
- It was agreed that the Parker Spooner trophy for the best overall performance by a 2800CS or 3.0CS should be retired. It was also agreed that the Charlie Sutey Longest Driven Award be renamed the Longest Distance Driven award.
- There was agreement that trophies named for an individual become irrelevant as time passes and the individual becomes less recognizable to the Oktoberfest participant. To address this it was agreed that future special trophies created in memory of or presented by an individual will be named with the purpose of the trophy followed by the appropriate, "in memory of", "presented by", etc. For example, The Best Performance In a TSD Rally by Board Member, presented by The President.
- There have been several special trophies in the past to recognize performance of older models. The Board authorized a single trophy recognizing the Best Performance By A Model More Than 30 Years Old.
- All the special trophies will be clearly described in the rules hand out and on the website.
- There was concern that the same photos appear year after year. It was agreed that if a photo has trophied, it is not eligible for a trophy in the future.

5.5.5 **Oktoberfest 2008:**

- The Oktoberfest committee will be meeting to consider the future of the event. Comments and recommendations will be ready for consideration at the January board meeting.

5.5.6 **Chapter Congress:**

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- Scheduled for April 20-22, 2007
- Valley Forge, PA
- For the Chapter President, Treasurer and Membership Chairman.

5.5.7 **Other:**

- BMW NA has approached the National Office about the possibility of making the Z-Series Reunion (formerly the Z Homecoming) a CCA event starting in 2007. NA would still have significant responsibility for many of the arrangements; however, CCA would assume the management of the event.
- The Board was receptive to the concept of this proposal and Wynne will continue discussions and provide more detail for the Boards consideration.

5.6. **Chapter Issues:**

- 5.6.1 The Buckeye Chapter president has made promises regarding getting the chapter off probation and Len Mueller is taking a wait and see approach.
- 5.6.2 There was a discussion of just how much control National has over Chapter operations. The Board establishes the Chapter Minimum Standards and then manages to those standards. National does not take a position on the operation of the Chapter as long as the minimum standards are met. The Chapter members are the ones that need to hold the Chapter leadership accountable to the by-laws and the interests of the members.
- 5.6.3 Fred Iacino reported that the River City Chapter is struggling. They hope to have a newsletter out soon. Wynne Smith has sent them some recruiting posters to help with finding volunteers.
- 5.6.4 When a Chapter is in jeopardy of not meeting the minimum standards, they will be granted only a short grace period before the probation process is invoked according to the Operations Manual.
- 5.6.5 When National identifies that a Chapter is not in compliance with the Minimum Standards, the RVP will be notified, prior to invoking the probation process.
- 5.6.6 Wynne Smith reported that the New Chapter Officer Tool Box is progressing and should be available for review soon.
- 5.6.7 Street Survival:
- Bill Wade is working on coach/instructor standards. The will be tricky since BMW CCA Chapters are not the only organizations putting on SS Schools.
 - If Bill Wade feels that a Chapter is struggling with the organization or conduct of the school, he will personally attend or find a qualified individual to go on-site and conduct the school for the Chapter.

Recessed at 5:56 p.m.

Sunday, September 17, 2006

6. **Call to Order:**

The meeting was called to order at 8:06.

7. **Attendees:**

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

Also attending: Wynne Smith, Phil Marx, Satch Carlson, Brenda Sarvis, Bill Wade,

Guests: Bill Howard, Susan Koehler, Bjorn Zetlerund, Dyke Morrison, Bill Olgby, Bill Heumann BMP, Robert Isbitski

8. Discussion Topics (cont.)

8.1. **Membership and Administration**

8.1.1 All the prizes and awards have been distributed.

8.1.2 Solicitations for prizes and awards have begun for the next membership drive slated for December 1, 2006 thru September 14, 2007.

8.2. **Marketing Plan:**

8.2.1 Wynne Smith reported that other associations are also struggling with how to market themselves and attract and retain members. Many of them have engaged consultants to help in developing a strategy. She recommends that we wait and take advantage of their experience. Additionally, she intends to conduct a member satisfaction survey.

8.2.2 Wynne presented a proposal from Bill Buck to develop a new branding plan for our printed materials providing consistency and targeting the younger new BMW buyer/owner. The Board approved moving forward with the proposal and development of samples.

8.3. **Policy:**

8.3.1 Scott Blazey present the following revised language to the Operations Manual:

2.12.4 Annual Meeting

Change: The Annual Meeting will normally be held in conjunction with a regular scheduled Board meeting so as to reduce travel costs. The location for the Annual Meeting/Board meeting will be the National Office, so that newly elected Board members can meet the National Office staff and tour the National Office facilities.

To Read: The Annual Meeting will normally be held in conjunction with a regular scheduled Board meeting so as to reduce travel costs.

2.12.1 Regular Scheduled Board Meetings

Change: Regular meetings of the Board of Directors will be called and scheduled by the President or by the Board of Directors. All Board members and the Executive Director are expected to attend. Members not able to attend will notify the President as early as practicable of their impending absence. Members unable to attend, or who must depart during a meeting, may assign their voting proxy to another voting Board member.

To Read: Regular meetings of the Board of Directors will be called and scheduled by the President or by the Board of Directors. All Board members and the Executive Director are expected to attend. Members not able to attend will notify the President as early as practicable of their impending absence. At least one meeting per year will be the National Office, so that Board members elected that year for the first time can meet the National Office staff and tour the National Office facilities.

MOTION: Louis Goldsman made a motion to approve this revision to the Operations Manual. Len Mueller seconded the motion. INFAVOR: All.

8.3.2 Scott Blazey reported that the Operations Manual allows a Board Member to give his voting proxy to another Board member. However, in order for the proxy to be legal proxy voting must be allowed in State law as well as provided for in the by-laws. The state of South Carolina does not allow proxy voting, therefore, the proxy provision in the Operations Manual is invalid. Scott Blazey will draft language to change the Operations Manual.

MOTION: Len Mueller made a motion to approve this revision to the Operations Manual. John Sullivan seconded the motion. INFAVOR: All.

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8.3.3 John Sullivan suggested that the explanation of the Dealer Drive program at driving schools be updated to reflect the programs purpose of introducing a dealer to CCA and Chapter events. Repetitive benefit to one individual or a few individuals from a single dealership should be discouraged.

8.3.4 Wynne Smith raised the question of how the Mini owners are accommodated within CCA. For starters, Chapters should be encouraged to reach out to and include Mini owners in Chapter events and coverage on websites and in newsletters.

Options about how to deal with the Mini members were discussed including a separate Mini Club, a Mini Division of CCA, or a non-geographical chapter, etc. Wynne will poll the various Mini groups to get their input and perspective.

8.4. **Regional Events:**

8.4.1 There were no requests for Regional Event status.

8.4.2 There was a discussion about Chapter events being scheduled in conflict with a Regional Event. The Board can consider conflicts with other regional events, however, once a regional event is designated it's really up to the Chapters to manage and avoid conflicts.

Break 9:35 – 9:50 a.m.

9. Sensitive Session:

- Executive Director's 2006 goals.
- Website editor.

10. Future Meetings:

10.1. Board Meeting:

- January 27-28, 2007, Tampa, FL
- March 24-25, 2007, Tacoma, WA

10.2. Conference Calls:

- October 26th, 8:30 p.m. EST.
- November 16th, 8:30 p.m. EST.
- December 14th, 8:30 p.m. EST.

11. **Adjournment:**

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

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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

August 30, 2006

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

Subject: President's Pre-meeting Report for September 16-17, 2006 Board Meeting

Travel

May 18, 2006 to Kansas City BMW Club Monthly Meeting (no BMW CCA funds expended)
July 21-23, 2006 to GingerMan Raceway for the Oktoberfest Club Race (no BMW CCA funds expended)
July 23-29, 2006 to Grand Rapids, MI for Oktoberfest 2006 (no BMW CCA funds expended)

Planned Travel

September 15-17, 2006 to Waltham, MA for BMW CCA National Board meeting.
September 22-24, 2006 to Hallett, OK for BMW CCA Club Race.
October 13-20, 2006 to Praetoria, South Africa for the annual meeting of the International Council of BMW Clubs
January 6, 2007 to Minneapolis, MN for the annual dinner of the North Star Chapter.

Proposed Ops Manual Change

As directed at the last meeting, the following changes are proposed to the Operations Manual. We will discuss these proposals during the meeting.

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Respectfully submitted,
Scott Blazey

BMW CCA Board Meeting September 16-17, 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)

September 6, 2006

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

Subject: Vice President's Pre-Meeting Report, September 16-17 Board Meeting

TRAVEL

- July 21-29, 2006 Grand Rapids, Michigan. Oktoberfest \$965.39

OKTOBERFEST

- Requests have been sent to the Future Oktoberfest Committee for their input on developing surveys. At this time we have not made any new progress but I hope to have the surveys administered before the next Board Meeting.
- I have been in conversation with Brenda Sarvis, Filippo Morelli and Tony Rausch in regards to Oktoberfest 2007 and what we can do for the M3 participants. We will be holding a conference call during the week of the 10th of September to discuss our options. I have quite a few ideas that I plan on discussing with the Board during our meeting.

SIG's

- At this point in time I have received the proper applications from all the listed SIG groups published in Roundel except for a few. I'm giving the last few holdouts until Friday, September 15, after that I will be recommending to the Board that we remove their names from Roundel.

SERVICE OFFICERS

- Since our last meeting I've heard no complaints for any of our Service Officers.

Thanks

M J Calabrese

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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@goldsman.com

August 31, 2006

To: BMW CCA Board of Directors
 BMW CCA Executive Director

Subject: Treasurer's Pre-meeting Report

Travel: Board of Directors Meeting – Cincinnati, Ohio
 June 17 – 18, 2006 \$831.15

Income Statement — Period Ending July 31, 2006

	January 1 – July 31, 2006	Budget
Ordinary Income/Expense		
Total Income	\$3,171,435.26	\$3,581,720.85
Total COGS	830,314.74	818,415.50
Gross Profit	\$2,341,120.52	\$2,763,305.35
Total Expense	2,354,298.78	2,718,592.20
Net Ordinary Income	(\$13,178.26)	\$44,713.15
Net Other Income	45,539.00	15,691.65
Net Income	<u>\$32,360.74</u>	<u>\$60,404.80</u>

Balance Sheet — As of July 31, 2006

ASSETS	
Total Current Assets	\$2,192,779.90
Total Fixed Assets	319,832.75
Total Other Assets	1,293,000.08
TOTAL ASSETS	<u><u>\$3,805,612.73</u></u>
LIABILITIES & EQUITY	
Total Liabilities	\$2,845,767.11
Total Equity	959,845.62
TOTAL LIABILITIES & EQUITY	<u><u>\$3,805,612.73</u></u>

Respectfully submitted,
 Louis Goldsman

BMW CCA Board Meeting September 16-17, 2006



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

September 1, 2006

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

Subject: Secretary Pre Meeting Report – September Board Meeting

Travel & Expenses:

- June Board Meeting - \$343.59
- Oktoberfest July 22-29 - \$1,415.64

Board Meeting Minutes:

MOTION: John Sullivan made a motion to approve the minutes of the June Board meeting. Louis Goldsman seconded the motion and on August 1, 2006 the motion was approved. *INFAVOR:* Scott Blazey, Mark Jon Calabrese, Louis Goldsman, Bruce Hazard, John Sullivan, Carlos Diaz-Estrada, Len Mueller, Fred Iacino. *ABSTAINED:* Eddy Funahashi.

Conference Call's: Notes are attached for the conference call held on August 17, 2006.

Respectively Submitted

Bruce Hazard

BMW CCA Board Meeting September 16-17, 2006

BMW CCA BOARD CONFERENCE CALL

MINUTES: AUGUST 17, 2006

12. Call to Order:

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

13. Attendees:

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

Other: Wynne Smith

14. Topics:

14.1. Website Editor:

14.1.1 Carlos reported that they have reviewed a lot of resumes and have seen candidates with good editor skills, good knowledge of automobiles or BMW's, and good web skills, but unfortunately not all in one individual which is what we are looking for. They have revised the job posting to see if we can attract a candidate with all three.

14.1.2 The Board agrees that although we would like to fill the position soon, we need to take the time to get the right person.

14.2. Membership:

14.2.1 Wynne will publish the Chapter retention rates in the next News From National. Membership retention will be included as a breakout session at the next Chapter Congress.

14.2.2 Wynne will be sending certificates to the Chapters recognizing their participation in the membership contest.

14.2.3 The administrative costs for the just completed membership cost amounted to approximately 18% of the revenue generated. The prizes were donated.

14.2.4 Wynne will work on a new membership contest to begin in January.

14.3. Chapters:

14.3.1 Len reported that the president of the Buckeye Chapter called and they had a constructive conversation regarding the chapter's potential probation. He recognizes that a change needs to be made and he will work to wake the chapter up and will include Len. He will provide a status update by September 1st.

14.4. Oktoberfest 2006:

14.4.1 The early report on the financials looks like a potential \$5,700 to the good.

14.4.2 A general Ofest survey is being developed.

14.4.3 Mark has been working with the E30 M3 groups and generating significant interest as the featured model for Ofest 2006.

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14.5. Marketing Plan:

- 14.5.1 After the last Board meeting Wynne had a frank and open discussion with Robbie of KGB regarding the Boards disappointment with the deliverables and presentation. He was asked to rework his recommendations.
- 14.5.2 Wynne and Scott reported that the rework of the materials presented by Robbie of KGB were disappointing. The Board unanimously supported Wynne and Scott's recommendation that we terminate the engagement.
- 14.5.3 Costs to date are approximately \$12,000.

14.6. TechFest 2007:

- 14.6.1 Brenda went to the Porsche Parade to observe and came away with a lot of ideas.
- 14.6.2 Griot's is interested in significant involvement in Portland to include hosting a show and shine with coverage in their catalog.

14.7. Club Racing:

- 14.7.1 The rules process is on schedule. It is refreshing to see that the online discussions seem to be civilized.

15. Adjournment:

The meeting was adjourned at 7:50 p.m. EDT.

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North Atlantic RVP Pre Meeting Report 3rd Quarter 2006

To: All Board members, Executive Director BMW CCA

From: John Sullivan NA RVP

Subject: NA Region Pre-Meeting Report

NAR Travel:

Sept. 16-17 National Board Meeting Waltham MA Sept. 24 Street Survival School (Bost. Chapt)
NH Int'l. Speedway Loudon NH Oct. 6-8 Green Mountain Chapter OktoberFAST event in Stowe
VT.

NA RVP Discretionary disbursement/Chapter development:

Connecticut Valley Chapter \$150.00 for their '02 Fest 9/10/06 Green Mountain Chapter \$150.00
for their OktoberFAST event 10/6-8/06

Relevant Notes:

Mountain State Chapter continues to be on Probation. I have given them until the end of the first full week in September to get a Newsletter sent out, obtain their EIN number, and to provide the National office with the Financial Report 2005, and their Officers Report. Dave Chenoweth has been spearheading the effort to get them off Probation and appropriate forms/requirements submitted to the National Office.

Allegheny continues to have problems with their Chapter President. They are scheduled to have a Voting meeting to remove the Chapter President and elect a new Chapter Board.

Pocono Chapter seems to have settled down...a representative (Scott Green) from the Leigh Valley (So. Tier) area has been invited to partake in Chapter Board Meetings to help with planning events in their area. Mike Miller has been instrumental in assisting with this arrangement.

Other Chapters that are delinquent with their EIN number or Newsletters have been notified and will comply.

Sincerely,

John Sullivan

BMW CCA Board Meeting September 16-17, 2006



BMW Car Club of America, Inc.
Carlos Diaz-Estrada
South Atlantic Regional Vice President
604 Amana Ave.
Brandon, Florida
Phone (813) 681-3139
E-Mail carlosde@aol.com

September 9, 2006

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

Subject: South Atlantic Region Pre-Board report

SARVP Travel: No Travel during this Quarter

SARVP Discretionary Funds: I have used no funds since the last meeting

Report. Things in general have been some what quiet.
Peachtree Chapter has had some interest in the Augusta area of splitting and forming a Chapter. At this time they are going to organize as regional/zone group meeting together in the Augusta area and still be attached to the main chapter. Like it's done in other chapters with large geographic boundaries.

Also, Peachtree is organizing the Corral at the Petit LeMans this year.
This is the final event and looks like BMW NA will not get back into racing for a few years.

Gulf Coast chapter was placed on probation this week. Newsletters have been slow and it has turned into a one man operation. It's time to see if other will step up and help.

Carlos Diaz-Estrada
SARVP BMW CCA

BMW CCA Board Meeting September 16-17, 2006

TO: Board of Directors BMW CCA

FROM: Len Mueller

DATE: September 2, 2006

RE: NCR RVP Pre-Meeting Report

NCRVP Travel:

June 22-25, Buckeye Grand Am Race Mid-Oh, Corral 24th, Club Races - \$0.
July 7-9, Hoosier, Bluegrass, Buckeye ITS Putnam Park, Approx \$500.
July 23-29, O'Fest Grand Rapids, Approx \$800.
August 18-20 Bimmerstrasse w/Badger Bimmers, Road America, Approx \$850
August 25-27 Buckeye DE, Mid-Oh, \$0
August 31, Tipp City, OH for Buckeye Chapter Board Probation Mtg - \$0.

Planned Travel:

September 14-17, Boston for CCA Board mtg
October 28, Buckeye f/u Chapter Board Mtg, Lexington, Oh.
January 6th, 2007 North Star Chapter Annual Mtg/Dinner, Somewhere, Minnesota.

Discretionary Funds Disbursed:

\$636 for dinner at O'Fest Club Race
\$220 for Badger volunteer dinner, with James Hunt BMW NA, prior to Bimmerstrasse.

Relevant Notes:

Regarding Buckeye Chapter Probation, subsequent first board meeting in years:

In several ways, the meeting was a bit disheartening. Huge time and effort went into creating all manner of handouts with minimum criteria in numerous specific areas, all to make things easier for the board members to not have to actually look in the OpsMan themselves. We had at least 6 handouts from Ken Price [board Prez], some a bit incorrect or incomplete. Two board members, George Saylor and Larry Moore, actually had a complete OpsMan available. Again, we spent far too much time discussing how to fix things that weren't broken, and glossed over with minimizing the things that are problems to avoid tough discussion. Afterwards, I brought this to Ken's attention; he assured me this would be done next time. I have my doubts. Ken seems to want to lead and direct the board with his own parameters, rather than to energize them to work and figure things out for themselves. Relishes role of leader, when in fact needs to understand is an instrument of the board and not in office to play them.

The meeting was scheduled to have the board with Lutes/Lochners for the first half, and then closed session with the board only, ostensibly to discuss sensitive issues frankly. Given the time spent on aforementioned items, this second half was deemed [by Ken] unnecessary. Several disturbed glances observed. I disagreed privately to Ken, yet he felt they would cover this next time; I cautioned him to permit/encourage/make the board be involved here and not continue to act behind the scenes his own agenda. No really meaty issues with regard to probation letter were discussed. I specifically mentioned the \$31,000 in "Other event Expenses" in the 2005 financial report to be in the imminent newsletter, and that the board needs to be able to respond & inform member's queries as to what this is. I said I will ask my area reps the day I receive a newsletter, both as a chapter member and as RVP. One good thing here was that folks seemed in quiet agreement that neither the President nor the Treasurer should be the go to person, that since we have four areas with a Guv/V-guv they should be the member's contacts. Gets the information flow out more and includes board members, and hopefully they will then communicate this to their board counterparts. Frankly, we have 3 very proactive board members, one old school capable and interested, three not-one-word head shakers, and one never show going on 5 years.

Would love this Boards advice as to how to proceed.

Danke,
Len

BMW CCA Board Meeting September 16-17, 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>

September 8, 2006

Subject: South Central RVP Pre-Meeting Report

Travel

June Board Meeting – 319.60
Oktoberfest – 865.71

Discretionary Funds 333.02

Used for South Central Reception at O'fest

Planned Travel

Old Hickory General Meeting September 14 2006
Board Meeting Boston September 15-17 2006

River City Bimmers has been in hibernation. They are slowly waking up and should get back up to speed soon. Will be sending out a recruiting poster to all RCB members with the hopes bringing in some new recruits. Wynne will be getting this out should be done before the board meeting. Thanks Wynne.

Kevin Andrew the South Central DEC representative has resigned due to new job and was not able to devote the necessary time. I will fill in as temporary DEC For South Central until the DEC election this November.

I have been working with the Rocky Mountain Chapter in regards to their TI Training School this spring. They assumed they would be reimbursed for the 1000.00 budgeted for this school as they have been in the past. I explained the DEC position and what could be reimbursed for and that they must have receipts. RMC now understands and will be submitting a revised expense report. All though the RMC is able to cover the expenses they are very disappointed with the DEC and the lack of communication. I apologized for the poor process and lack of communication.

Respectfully submitted
Fred

BMW CCA Board Meeting September 16-17, 2006

Pacific RVP Pre meeting report 3rd quarter 2006

To: All board members, Executive Director BMW CCA

From: Eddy Funahashi, Pacific RVP

Subject: Pacific pre-meeting report

Pacific Travel:

May 20th Bay Area 02, Palo Alto, CA.

June 2nd Central Ca. Chapter DE. Buttonwillow, Ca.

July 24-29 National Ofest, Grand Rapids, MI

August 16-18 Central Ca. Chapter Ultimate Clean Car Contest at Concorso Italiano, Monterey, Ca.

August 19-20 Monterey Historics, GGC Festorics, Monterey, Ca.

Planned Travel:

Sept. 22-26, National board meeting, Boston, MA

September 23rd Street Survival School, Millerton Lake Ca.

October 6-8 LA Chapter DE Ca. Speedway, Fontana, Ca.

October 28-29 Spokane WA. DE, a co-op of both WA. State Chapters.

Pacific Discretionary/Chapter development

GGC - \$1k, Monterey Festorics

Central California Chapter - \$500.00 BMW Corral, Concorso Italiano

I've been receiving a good deal of correspondence with our Reno representation for the Sin City Chapter. This regional Chapter presence, has conducted 2 activities that seems to have been well attended by both their areas membership and by potential BMW CCA members. They also appear to be on track for some of the requirements that we are looking for.

The Monterey Historic week was tremendously hectic for all of the core BMW CCA volunteers that administrated these events. I was honored to have personally represented our Club by hosting for the day, Mr. Purvis, Mrs. Purvis and various individuals from both BMW NA including Dr. Ganal, a member of the board of directors of BMW AG.

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

Executive Director's Meeting Report

September 2, 2006

To: BMW CCA Board of Directors
Subject: Executive Director's pre-Meeting Report
Westin Waltham
Third Street (off Route 128/95)
Waltham, MA 02154

NATIONAL OFFICE TRAVEL August 1 – September 15 , 2006

Brenda Sarvis to Porsche Parade, Portland, OR August 8-11, 2006

Brenda Sarvis and Wynne Smith to Board Meeting Waltham, MA September 15-17, 2006

Wynne Smith to BMW CCA Foundation Meeting Denver, CO September 22-24, 2006

TRIPS PLANNED September 15, 2006 – January 22, 2007

Brenda Sarvis to Fort Worth for Preliminary Oktoberfest Planning and Meetings
October 4- 7 ,2006

Brenda Sarvis and Wynne Smith to Board Meeting Tampa, FL January, 2007

BMW CCA FOUNDATION

The BMW CCA Foundation is in sound financial condition. The Foundation has completed the contractual negotiations with Tire Rack with respect to Tire Rack's sponsorship of Street Survival. An outstanding press release appeared via national news wire service today." Street Survival(TM) program teaches life-saving driving skills

SOUTH BEND, Ind., Sept. 5 /PRNewswire/ -- Motor vehicle crashes are the leading cause of death for American teenagers, accounting for more than 40 percent of fatalities of youths ages 16-19. That is why the family-owned Tire Rack (<http://www.tirerack.com/>), the country's largest independent tire tester and most comprehensive source of tire and wheel information together with the BMW Car Club of America Foundation, is supporting The Tire Rack Street Survival(TM) program. Street Survival(TM) is a national teen driver education course aimed at saving the lives of teens, their passengers and the millions sharing the road by improving teens' skills behind the wheel."

To view the entire article, please visit:

<http://www.tirerack.com/http://www.streetsurvival.org/http://www.bmwccafoundation.org/>

RAFFLE 2006

All of the winners have been reached and notified, eight of them have claimed their prizes. All were delighted. The information was posted on the BMW CCA website beginning Monday, July 31 – and will appear in Roundel. We still received the usual, angry emails from members demanding to know who won...

OKTOBERFEST SURVEYS

BMW CCA Board Meeting September 16-17, 2006

Three subsequent surveys have been developed (and are being reviewed by Professor Thomas Guterbock of UVA to make sure they hit all the appropriate targets and are structured to provide the clearest output. They should launch Thursday or Friday of this week.

They are targeted at: [BMW CCA Oktoberfest - I attend almost every year](#)

[Oktoberfest - I attended once or twice but have never returned](#)

and [Oktoberfest Survey - I have never attended](#)

I have culled the email addresses of those of the 3,099 that answered the first survey and agreed to answer a second; and based on their responses to the first survey, will send them an invitation to respond to the appropriate second survey.

As soon as the survey is launched you will all be able to access and monitor the results.

I will be using the same method to gather member satisfaction information.

Z SERIES HOMECOMING a/k/a Z-SERIES REUNION

Almost surely by now you have all noticed the daily updates and news postings to the CCA website. We were concerned about coverage of the 10th anniversary of the Z-Series Homecoming this past weekend, and since there was no one assigned to cover the event for Roundel, I called Kenn Sparks to see if they would share photos and information with Gavin so we could post the stories and updates to the website. Kenn was thrilled to do so, and I think the coverage turned out quite well. Kenn has also offered an article to be used in *Briefs*.

In chatting with Kenn, he mentioned that at this point the factory is ready to hand the event over to us. They have enjoyed doing it, but it's growing stale and should be moved around the country. They will continue to support the event with money, speakers and technical assistance to maintain the integrity of the event – but they believe it is better handled by the club. I couldn't agree more, Brenda Sarvis, Kenn Sparks, Roberta Evans and I will be meeting in the near future to hammer out details.

MINI CLUB?

During the same conversation with Kenn, I got onto one of my other favorite hobbyhorses...what if the BMW CCA launched a MINI CCA? I am meeting Thursday with Karl Welhart, BMW CCA Member from the Gulf Coast chapter who is very interested in seeing all the various MINI Sigs organized under the club's umbrella. It seems to me that at the very least we have everything in place to conduct the administrative business for a MINI club without dampening the spirit of the various SIGs or compromising either the BMW or MINI brands. I'm thinking of this more as a franchise – national being compensated for handling the administrative aspects thus allowing the MINI groups to become united and grow.

BMW CCA BRAND/MARKETING PROJECT

Sent under separate cover as a .pdf, after this report are the proposed logos provided by Bill Buck for Oktoberfest 2007 – based on that I have sent him samples of all of our current materials – brochures, application's marketing folders, letterhead, etc. I hope to have some samples for you to view to you within the next week. That's the 'branding' aspect of this project.

As we discussed on the last conference call – the 'marketing' aspect is a bit trickier. As I mentioned this is a hot topic on the association list serves I belong to, and I believe that there's a solution lurking right around the corner, I'd just rather learn about it after some other organization has paid boatloads to figure out what it is. We may not be able to afford them for the Chapter Congress – but the company that keeps appearing on the radar is Buzz Marketing - <http://www.buzzmarketing.com/philosophy.html>

Please take a look and let me know your thoughts.

www.bmwcca.org EDITORIAL POSITION

The committee has conducted more conference calls, placed additional want ads on three additional websites and has received several more resumes – none of which are good matches. I have been tasked with speaking to each of the four individuals we have set aside as possible/maybes to determine if they are still interested and available, and to get a better idea of their backgrounds and BMW knowledge.

A more detailed presentation will take place at the meeting.

BMW CCA Board Meeting September 16-17, 2006

www.bmwcca.org

An update regarding some of the changes and developments taking place will be forwarded later this week.

In a Perfect World to provide Gavin with the hardware/software/manpower necessary to allow him to pull out all the stops would cost what we have indicated below, above and beyond the cost of a fulltime Web Editor:

\$17,500 - Includes new server (Dell Poweredge or Apple Xserve for iMIS database/email/web mirroring/advanced network support and storage management), development machine (Apple MacPro with Windows XP Pro running in parallel, and a 1920x1200 resolution display), new networking hardware for server room (switch and a few incidentals), Windows XP Pro, Windows Server 2003, Microsoft SQL Server 2005, Microsoft Office 2003, Adobe Creative Suite (Photoshop, Illustrator, InDesign, GoLive, Acrobat Professional)

\$42,000 - Web development assistance from 3rd party entities. We are currently using a firm here in Greenville – Skybun - that has been doing a little here and there and could be fed more work if the budget permits.

CHAPTER CONGRESS

This is shaping up really nicely. Beginning with the most important aspect of the weekend <G> I have asked Uncle Larry if BMW NA will help to subsidize the Saturday evening meal – we won't be able to swing it otherwise. <http://www.spiritcitycruises.com/ph/dinner.jsp>

Of course, if we just can't manage it, there are a number of great restaurants near the host hotel, It just seemed to me a dinner cruise would make the weekend that much more memorable.

The pre-conference surveys have revealed that one of the greatest challenges facing our chapters is volunteer recruitment, of course we knew that. We are negotiating with several resources – Tom McKee, the author of *Seven Deadly Sins of Volunteer Recruitment* (and other related articles) has committed to a keynote presentation for the entire group on Saturday; and Helen Little, author of *12 Basic Needs of Every Volunteer*; and Barb Gemmell who provides group exercises and worksheets on the five key meeting elements – **M**inutes, **A**gendas, **G**roundrules, **I**nvolvement and **C**onsensus – so that our chapters can add MAGIC to their meetings may also be joining us. We have a choice: we can scare our chapters into compliance with the changes we foresee, or we can offer them a picture of a brighter future. One is push, the other is pull. We're choosing pull.

We're trying to pin down Mark Hughes of Buzz Marketing; we're still negotiating but may not have the budget to be able to lure him (I have about 1/3 of his usual fee budgeted and he's actually trying to figure out if he can take that much less and still make it worth his while), he'd be a great addition and a fabulous on-going resource if we can swing it – I'll keep you posted.

We're developing a Volunteer Manager handbook – with job descriptions - recruitment tips, as well as Web tools for chapter officers – our goal is to set up simple, efficient systems that can be standardized. We should have the updated membership applications and materials available at that time.

We'll want a 10 – 15 minute promotional bit on the on-going Membership Drive.

For our Treasurers, we have an interesting presentation - What every chapter can do to avoid fraud. We'll hope to once again prevail upon Louis to go over the various forms and filing requirements each chapter must comply with.

Brenda Sarvis will be presenting a segment on National Events to further outline the division of responsibilities and pump up interest in partnering with National on Oktoberfest, TechFest and the Z-Reunion.

Gavin Hoffman and our new Web Editor will be joining us to discuss website upgrades, development, integration with iMIS and how we can better serve the chapters via the www.bmwcca.org site, with emphasis on featuring chapter events in real-time on the home page.

I'd like Pete Lyon to present a brief overview of the Motorsports Liability coverage and our D & O Coverage – most of the volunteers are up to speed, but I think it is important to reiterate the information for no other reason that consistency of the message.

BMW CCA Board Meeting September 16-17, 2006

I plan to hammer home the importance of the Crisis Communications program we have developed. It still seems as though most chapters are ignoring the importance.

The other side of the equation, and targeted primarily at our Membership Coordinators, is an afternoon on Membership Recruitment. I have also contacted two outstanding chapter volunteers to do a presentation on welcome letters and chapter marketing and promotional tools.

Bruce made a very good point about the opportunity for networking and the need for longer, more carefully structured breakout sessions. We have five rooms available for all of Sunday morning and will leave it to the Regional V.P.'s to develop programs for their regions – we're happy to assist, but I expect that you all have a clearer view of what your particular regions need.

A recurring theme in each region is the need for more support of the smaller chapters. They want the tools and support necessary to produce quality newsletters, a good website and great meetings for their members. That's something your discretionary funds can help with – but I am loath to actually provide them with templates for newsletters or create websites for them. Seems to me like if they haven't the volunteer base to handle those tasks, they probably aren't ready to be a chapter or are not prepared to remain a chapter – your thoughts? Well, not right now – let's chat in Waltham.

Respectfully submitted,

Wynne Smith

BMW CCA Board Meeting September 16-17, 2006

To: Carlos Diaz-Estrada - BMW CCA Board Liaison - DEC

From: Bill Wade – Driving Event Committee Chairman

Date: August 31, 2006

Subject: Quarterly Report – 3rd Q 06

Tasks Completed –

1. ITS Schools have been completed as follows
 - a. Summit Point June 19, 20th
 - b. Buckeye School - ITS School – July 7,8th
2. Continued to “hold the big stick” with Robyn and the chapter trying to get a drivers school off the ground without sufficient knowledgeable staff in place.
3. Monitoring news reports regarding the DE death in California at a Ferrari event last year that just went to court.
4. Held 2 conference calls with Regional Reps.
5. Clarified, yet again, the ban on the use of timing equipment at DE's w/ Pete Lyon

Tasks that will be completed very soon that I should have completed but haven't –

1. Finalizing voting on the Chief Instructor amendment. Need to get a hold of all the other chapters that didn't respond. We have 25 yes votes and 0 no's.
2. Following up on Autocross standard clarification.

Travel Completed –

1. Buckeye School - ITS School – July 8th. at Putnam Park, Meridian IN.
2. Ofest, Grand Rapids MI, July 24-28th. Instructing at Gingerman

Travel Anticipated –

1. BMW CCA Board meeting in Boston, September 16th, 2006
2. BMW CCA Foundation Board Meeting in Denver, September 23rd

Respectfully submitted,

Bill Wade
Driving Event Committee Chairman

BMW CCA Board Meeting September 16-17, 2006

September 5, 2006 (EDITED)

Roundel Managing Editor's Pre-Meeting Report

Publication:

Since you will have most likely already received your advance copy of the September issue by the time you read this, allow me to update you on our upcoming October issue.

The **October** "Oktoberfest" issue is currently in the early proof stage but it will likely contain 160 pages plus covers, and the four features plus Oktoberfest event coverage. The O'fest featured model graces the cover

Advertising Revenue:

For YTD through the August issue, ad pages are up about 3% compared to 2005 despite a near 6% decrease in ad pages for August compared to 2005 (a four-page difference). Billing from advertising is running just slightly (0.16%) ahead of last-year-to-date while payments received for ads are nearly 3% ahead of last year for the same period.

For the July issue, advertising pages were 8% ahead of the same month last year which made for a 4.4% increase over YTD for the previous year. It doesn't take a very large advertising-page swing to skew the figures. When the page count gets blown-out to cover extra ads for the month, we occasionally still exceed our ideal ad/editorial ratio of 40%, as we did for in our 162-page July issue-but only slightly. August was back to 154-pages and right at 40% ad pages.

Editorial Calendar:

The monthly update to the editorial calendar from the Editor-in-Chief produced just prior to the October issue proof was sent to board members as received in an Excel attachment to the managing editor's pre-meeting report. You should receive an updated version at the board meeting once the usual post-proof shuffle is complete. The Editor-in-Chief will attend the meeting, as requested, but has declined to provide a report.

Production Costs:

August's issue was 156 pages (including covers) with a resulting in a relatively low total print cost-per-copy.

July was 166 pages with the O'fest insert issue for a slightly higher printing cost per-copy. In general our per-page costs remain steady

Financial:

I have not received current *Roundel* financial figures.

Future O'fest Coverage and Roundel:

I am hoping *Roundel* staff can contribute to the board's discussion on Oktoberfest. We are prepared to discuss ways in which *Roundel* can assist in promotion of the Club's premier event to help increase participation from the membership. I have discussed with Satch an idea to hold the majority of O'fest coverage to be released to coincide with the next-year's event promotion and registration. Thoughts on this include utilizing an initial general O'fest article showing members enjoying the previous year's Oktoberfest as a companion to the first roll-out of registration. This could be followed by individual event coverage using material from the previous year appropriate to explain each competitive event over the subsequent months in which the registration form is included in *Roundel*. This would require a different process in how we publish event coverage related to the expectations of those attending the event which could include printed results as early as possible but delaying the bulk of the editorial in *Roundel* and instead providing on-line access to photos and event results for those who must have it ASAP. Please consider with us the ways in which *Roundel* can help in the Club's goal of bringing Oktoberfest to more members.

BMW CCA Board Meeting September 16-17, 2006

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. See you in Waltham.

Sincerely,

Phil Marx



David McIntyre
BMW CCA Club Racing Chairman
214 Paterson Rd
Fanwood NJ 07023
646-254-2442 days
908-322-0392 eves
908-451-0650 cell chairman@bmwccaclubracing.com 28 August, 2006

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

Travel:

- . • June 12-14, 2006 to Lime Rock for Club Race.
- . • July 22-26, 2006 to Michigan for the O'Fest Club Race (I chaired the race).
- . • August 5-6, 2006 to Summit Point, WV for Club Race.
- . • September 6-19, 2006 to Newfoundland (Targa Newfoundland – personal travel)

Planned Travel:

- . • A race or two in October/November to be determined.

Accomplishments:

- . • **Clarifications.** The Rules Committee has not issued any clarifications since my last report.
- . • **Merchandise.** No progress on this issue. Fran found a number of new old stock small and medium size shirts which we have sold at events and over email.
- . • **2007 Rules Process.** We have continued to follow the published rules schedule. We received 24 different rules change requests, of which around 16 were incorporated. A public draft was issued on August 15th, a second public draft will be issued on August 28th, and the “final” version of the rules will be issued on September 1st. This may not include the full specification for the Spec E36 trunk kit, as we are still working on this issue.
- . • **Spec E36.** We are proposing a new class for the 2007 season, based upon 6-cylinder E36 cars with a limited set of modifications (close to Prepared level), a specified/required set of suspension components and a required tire. The positive attention this proposal has received has surprised us (we are not used to positive attention), and I hope that we see a good number of these cars racing in 2007. If only half the people who have told me they will “absolutely be building a Spec E36 car” actually build a car it will be a very large class for us. I hope that many of the Spec E36 cars are built by new racers or people returning to us.

Issues Raised at July Board Meeting:

- . • **Rules Enforcement.** There are no implementation problems with any rules enforcement. We have done moderate compliance checking at most events, and have found very few issues. There were one or two races at the start of the year without scales, but this situation has been largely resolved.
- . • **Conflicts of Interest.** Except for a single email from one racer from the Tarheel chapter, I have heard no complaints or concerns about conflicts of interest. If there are concerns about this I would love to hear about it. Personally, I have effectively stopped racing myself to avoid as much of the appearance of conflict as possible.

OFest Race:

- . • The Oktoberfest race, held at Gingerman Raceway, was a successful race event, but a financial failure. Unfortunately, we only had 19 entered cars, which was significantly less than expected for a National points race at Oktoberfest.
- . • The budget for the Oktoberfest race is attached.
- . • The track was shared on Sunday by Oktoberfest instructor orientation. I propose that the Oktoberfest driving school should fund 50% of the standard, non-race track costs for one day. This works out to be approximately \$2650.
- . • Unfortunately, having a race at Oktoberfest is not an automatic financial success. We will need to evaluate the costs and likely attendance each year to determine if it makes sense to hold a race in conjunction with Oktoberfest. For example, at Motorsport Ranch we have never had more than 19 racers, and have only had 14 racers at their new configuration. If Oktoberfest will not draw a significant number of racers to this track, it may not make sense to hold a race.

Issues:

- . • Ops Manual. I have failed to make much progress here.
- . • Nanci. Former Club Racing Chairwoman Nanci Maloney retired from her T&S stewarding position. Her last event was Mont Tremblant. I understand she received a nice ovation at the event banquet.
- . • EMRA. I am working with this small sanctioning body with which we are not currently associated to expand our race offerings in the NA region.
- . • PBOC. We had to cancel another PBOC race (this one at Sebring) due to lack of attendance (in this case, a single racer registered but had to pull out due to mechanical troubles). I think we will give the PBOC races another try for next year, and then evaluate their utility.
- . • Anticoagulants. The Medical Committee has been working to determine whether or not prospective racers who are taking prescription anticoagulants (blood thinners such as Coumadin). A final decision has not been reached, but the likely solution is to allow them to race with an additional disclaimer signed by the racer and their physician.
- . • Points Steward. Simon Hunter has resigned as our Points Steward due to personal commitments; Stephen Ayers will be replacing him for the 2007 season.
- . • Sanctioning Steward. I will be seeking the board's approval for the appointment of a Sanctioning Steward for the 2007 season shortly. This official will coordinate the schedule and ensure that the sanctioning process is followed by the race organizers. I performed this duty in 2006 and would rather delegate this responsibility in 2007 and beyond.
- . • Protests. There have been several more protests at events. They have been handled very professionally by event staff. One protest was appealed to a national appeals committee and the protest was upheld. I believe a few protests here and there is a positive sign for our program.

Event Issues:

- . • Heartland. Kansas City chapter put on a great event at Heartland, but only three racers attended. Fortunately, the KC Chapter wants to try again next year, and we will work with them to make it a success. They will probably invite PCA racers next year.
- . • Nelson Ledges. The Northern Ohio chapter held our first race ever at Nelson Ledges. The turnout was reasonable, but I suspect it will be much better next year now that the word is out that the facilities are much improved over their infamous past.

BMW CCA Board Meeting September 16-17, 2006

- Sebring. PBOC attempted to hold a joint event with us at Sebring in July, but only a single racer registered, and he later declined due to mechanical problems. We therefore cancelled the event. I received a cryptic email from someone claiming that we had done a terrible thing abandoning the many BMW racers at the event, but neither our website nor the PBOC knows anything about these racers; I suspect they weren't actually there.
- PVGP. The PVGP-associated event at Beaverun is another smaller event that I hope will grow due to the fantastic reviews of racers. Although only 14 cars attended, this was a record for Beaverun and a very good turnout for the PVGP.
- Motorsport Ranch. The Lone Star chapter held another event at MSR, and the serious issues we had with their April event did not recur. Note that they only got 10 cars; this will be a factor for a potential 2007 Oktoberfest race.

Sponsors:

- New Sponsor: MotorsportCoverage.com. MotorsportsCoverage.Com, a financial services and insurance firm was announced as a two-year Premier Sponsor on May 31.
- New Sponsor: UUC Motorwerks. UUC Motorwerks will be announced as a new two-year Premier Sponsor the last week of August. They will also be providing part of the trunk kit for Spec E36. UUC signed up for two years, with a three-year extension schedule included in their contract.
- Sponsor Conflict. A potential tire sponsor in direct conflict with one of our major sponsors continues to approach us aggressively and show up uninvited at various races trying to leave hats, t-shirts and catalogs.

Races in Past 3 months:

Track	Chapter	Date	# Racers	# Cars
Lime Rock	NJ	6/12-13	52	47
Mid Ohio	Buckeye	6/24-25	35	35
NHIS	Boston	7/5-6	24	22
PVGP	Allegheny	7/8-9	15	14
Willow Springs	Golden Gate	7/8-9	17	17
Nelson Ledges	Northern Ohio	7/15-16	14	12
Gingerman	BMW CR	7/22-23	24	19
Motorsport Ranch	Lone Star	8/5-6	11	10
Summit Point	NJ Chapter	8/5-6	52	47
Mont Tremblant	Boston	8/11-13	51	43
Thunderhill	Golden Gate	8/12-13	23	22
Heartland	Kansas City	8/19-20	3	3

Stats:

	January	March	June	August	Jan/Aug Change
Competition	459	409	477	500	
Provisional	49	52	84	82	
Rookie	68	82	90	84	
Total	576	543	651	666	+13.5%

- As of August, 2004 we had 484 racer-races, and at the end of August, 2005 we had 576 racer-races. As of August, 2005 we have had 540 racer-races. We still have a number of large events on the calendar, so I am still hopeful our participation in 2006 will be beyond that of 2005.

Respectfully Submitted,
David McIntyre
BMW CCA Club Racing Chairman

Budget for O'Fest 2006 Club Race

Basic Track Expense

Track Rental
BLS Ambulance
Tow truck \$ 300.00 2
Corner Workers \$ 60.00 11
Corner Worker Lunches \$ 10.00 11
\$ (7,500.00) Contracted by CCA \$ (960.00) Contracted by the track \$ (600.00) Done by Brenda
2 \$ (1,320.00) \$60 per person per day, 11 workers * 2 days 2 \$ (220.00) \$10 per person per day,
11 workers * 2 days

Total Basic Track Expense: \$ (10,600.00)

Race Expense Item Cost/Unit Units Days Total Comments

ALS Ambulance
Insurance
Steward Rooms \$ 180.00
Trophies \$ 27.33

\$ (1,445.00) Medic 1 - Contracted by Brenda \$ -National CCA handling 3 2 \$ (1,080.00) very
close estimate 100 \$ (2,733.67) Includes all costs + shipping
Car rentals for stewards \$ 100.00
Steward & official Food \$ 25.00
Overnight security guard \$ 17.00
Emergency response \$ 400.00

1 \$ (100.00) estimate - only Larry got a car for two days 4 2 \$ (200.00) estimate 12 2 \$ (408.00)
\$17 / hr, 12 hours * 2 nights, done by Brenda 1 2 \$ (800.00) last minute at the track -need
extraction equip

Total Race Expense: \$ (6,766.67)

Total Event Expense: \$ (17,366.67)

Race Income

Racer entrance fee \$ 350.00 Racer entrance fee \$ 450.00
Racer entrance fee \$ 495.00 Racer entrance fee \$ 500.00
1 \$ 350.00 13 \$ 5,850.00 3 \$ 1,485.00 3 \$ 1,500.00

Total Racer entrance fees: \$ 9,185.00

Other Income Trophy sales \$ 25.00 10 \$ 250.00 Charge to DE for track \$ 2,650.00 \$ 2,650.00
Half of one day of track expense

Total Other Income: \$ 2,900.00

Total Race Income: \$ 12,085.00

Net Profit (Loss): \$ (5,281.67)