

**BMW Car Club of America  
Board Conference Call  
January 15, 2019**

**Tuesday, January 15, 2019**

**1. Call to Order**

The conference call was called to order by President Steve Johnson at 7:04 PM EST.

**2. Attendees**

**Board Members:** Steve Johnson, President; Eddy Funahashi, Executive Vice President; Darlene Doran, Secretary; Brian Thomason, Treasurer; Tim Beechuk, North Central RVP; Jeff Gomon, South Central RVP; Lou Ann Shirk, North Atlantic RVP; Dwayne Mosley, South Atlantic RVP and Jeff Cowan, Pacific RVP.

**National Office and Roundel:** Frank Patek, Executive Director; Lindsey Branston, Director of Financial Operations; Chris Hennecy, Director of Marketing and Len Rayburn, *Roundel* Creative Director.

**Chairs:** Steve Stepanian, DEC

**3. Update**

**Heritage Regional Newsletter**

Frank Patek reports the Heritage newsletter for the Pacific Region has gone out and the board should have already received a copy. Feedback received so far regarding the publication has been positive. As the Pacific Region moves forward in its commitment to a regional quarterly newsletter some decisions need to be made as to format, work flow and production. The cost printing, paper and postage was approximately \$0.93/per copy.

Jeff Cowan reported that his region has given the same positive feedback. Jeff was happy with the results of the Heritage newsletter.

**Raffle**

Chris Hennecy reports he has some new ideas for 2019 Raffle. He is communicating with many of our vendors for the Grand Prize. 2015 was the best raffle we have had to date, with the assistance of Dinan, Forgeline and Michelin. The partnership with our vendors that the M4 grand prize resulted in engaging video and social media that propelled the Club forward.. Chis would like to duplicate the same type of partnership for our 2019 vehicle. Chris suggested the M2 Competition as a one of one Dinan Club Edition M2 Competition for one our prizes. Dinan would put a full slate of performance parts on the car. We would have wheels from either Forgeline or EBS and Michelin tires. The upgrades for the car would be approximately \$20,000.00. Dinan would also produce six (6) videos this year for marketing and assist in ticket sales. BMW CCA would locate the M2 and have transported to the Dinan facility. They will build out the car in the next couple of months and produce the videos. In mid-August they would bring the M2 to CCA Headquarters and we would have on display

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for September and October, during Octoberfest 2019 and then for the raffle. The 2019 Raffle will open June 1, 2019.

**Motion:** Steve Johnson made a motion that the Board authorizes our BMW CCA Director of Marketing, Chris Hennecy to purchase a new M2 Competition Package, have it shipped to Dinan for the 2019 raffle prize not to exceed \$75,000.00. Darlene Doran seconded the motion. Motion passes 9-0

**Club Race**

Frank Patek reports that Club Race would like to be able to bypass the chapters when it comes time to purchase event insurance. This would allow CR to purchase insurance and run without the involvement of a BMW CCA chapter. Club Race has also asked that instead of the required DEC Rep signoff on the insurance request, the Chair of Club Race be authorized to sign off on the insurance request.

**Motion:** Brian Thomason made a motion the board NOT accept the Club Race proposal as submitted. Steve Johnson seconded the motion. Motion passes 9-0

**Out Spoken Members**

It is our duty and responsibility to communicate our decisions and to stand behind them. That is not to say that well-reasoned arguments cannot be made and the Board persuaded to change direction. However, those who want change will not be granted carte blanche to do so via rumor, innuendo and false accusation.

Failure to defend our actions and decisions publicly is a failure to lead.

**Insurance Change**

Lou Ann Shirk, North Atlantic RVP has had several questions as to the new insurance request and pricing for events. We will need to send out an email, clarifying the correct procedures for requesting insurance for all events even when a certificate is not needed.

Steve Stepanian thinks maybe a checklist or FAQ should be available on the website for assistance in insurance procedures.

**DEC**

Steve Stepanian reports this is the quiet time for driving events.

**New CCA Headquarters**

Lindsey Branston reports that things are moving along with the move scheduled for the week of January 22<sup>nd</sup>, 2019. The roofing project has started and items in storage have been moved to the new property

**Chapter Issues**

Dwayne Mosley reports that Paul Seto, the President of NCC, sent Dwayne a spreadsheet showing how the new insurance rates will cost them approximately

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\$3,000.00 more per year than their previous insurance expenses while using insurance at the same pace.

Bayou Chapter has completed their annual elections and there have been questions regarding the election results. The election was conducted using the National Office's election software that validates membership and manages voting attempts. This data has been shared with the person who challenged the results.

**4. Adjourn at 9:00 PM EST**

**Motion:** Darlene Doran made a motion to adjourn the conference call. Steve Johnson seconded the motion. Motion passes 9-0



**BMW Car Club of America  
Board Conference Call  
February 11, 2019**

**Monday, February 11, 2109**

**1. Call to Order**

The conference call was called to order by Executive Vice President Eddy Funahashi at 7:00 EST.

**2. Attendees**

**Board Members:** Steve Johnson, President; Eddy Funahashi, Executive Vice President; Darlene Doran, Secretary; Tim Beechuk, North Central RVP; Jeff Gomon, South Central RVP; Lou Ann Shirk, North Atlantic RVP and Dwayne Mosley, South Atlantic RVP.

**Absent:** Brian Thomason, Treasurer and Jeff Cowan, Pacific RVP.

**National Office and Roundel:** Frank Patek, Executive Director; Lindsey Branston, Director of Financial Operations and Chris Hennecy, Director of Marketing.

**Chairs:** Steve Stepanian

**Guest:** Ian Branston, Sandlapper Chapter

**3. Update**

**Raffle**

Frank Patek reports that BMW doesn't want to perform service on the 2015 Dinan M4 raffle car as the car was first registered to BMW CCA. The winner has for the last four (4) years had the car serviced at Reeves BMW of Tampa. Reeves BMW has denied the winner's last request for maintenance. BMW wanted to charge \$750.00 to transfer the balance of the maintenance coverage and the warranty. BMW NA changed their policy as far as the maintenance coverage. However, if the transfer was covered within a family member, then BMW NA would still honor the maintenance portion of the warranty. BMW CCA will cover the \$750.00 for the maintenance cost.

Chris Hennecy reports we have purchased the 2019 M2 Competition raffle car. The warranty on the car, 4 years – 50,000 miles will remain with the vehicle from date of purchase. However, the maintenance portion of the warranty will not be transferred to the winner. BMW NA's new maintenance portion now only covers the oil and filter changes. BMW CCA will provide a gift card to the winner of the M2 Competition vehicle in the amount of \$350.00 to cover the first oil change and service.

**Club Trillium**

Frank Patek reports the issues with Club Trillium goes back to the 2013 International Council meeting. At the end of that meeting, Phil Abrami made a motion to allow

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clubs anywhere to have a secondary affiliation with a foreign umbrella group. BMW CCA and BMW NA argued against the motion, but it passed regardless. Trillium began having issues with Clubs Canada as Clubs Canada is a club of clubs rather than a club of club members as is BMW CCA. Our members vote to elect officers and to make By-Law changes etc. Clubs Canada is a club of clubs, which does not permit individual members to vote. Rather each member club is permitted one vote each...no matter how many individual members they represent. Trillium's problems with Clubs Canada began when they were repeatedly rebuffed in their quest to have Clubs Canada provide membership benefits similar to BMW CCA. They wanted to have a national organization that provided benefits for their members and were willing to pay membership dues, however the other clubs refused. After a bruising battle within the Clubs Canada structure Trillium carried their request to the International Council. Ultimately, they were disappointed with and disagreed with the arbitration conducted by a member of a foreign club. Following the arbitration dispute Trillium approached BMW CCA for recognition.

For the previous two years BMW CCA has done all it could to work within the International Council to seek an amicable resolution to the matter. In fact, right up until Sunday, February 10, 2019 BMW CCA assumed it was still in good faith negotiations with Clubs Canada on the matter. However, on that day a series of e mails emanated from Clubs Canada instructing BMW CCA entities and programs that they could no longer interact with Trillium due to the fact that they had lost their "recognition" by Clubs Canada. The BMW CCA entities and directors, who received such notifications, were directed to dismiss them and to continue to provide services and benefits to BMW CCA members wherever they may be found. Additionally, Chris Pawlowicz, President of BMW Clubs Canada, was instructed that he has no authority to interfere with BMW CCA programming and business operations and that further actions on his part would be seen as interference with such.

In order to resolve this matter amicably Frank Patek spoke to our BMW NA liaison – Tom Plucinsky. The result was a positive conversation in which Tom requested time to organize a meeting with all interested parties, Frank recommended to the Board that BMW CCA follow Tom's lead and participate in such a meeting and that further action by this Board be placed on hold until after the meeting. There was general agreement amongst the Board to do just that.

**4. Adjourn at 7:42 PM EST**

**Motion:** Darlene Doran made a motion to adjourn the above conference call. Lou Ann Shirk seconded the motion. Motion passes 7-0

**BMW Car Club of America  
Board Conference Call  
February 20, 2019**

Wednesday, February 20, 2019

**1. Call to Order**

The conference call was called to order by President Steve Johnson at 7:03 PM EST.

**2. Attendees**

**Board Members:** Steve Johnson, President; Eddy Funahashi, Executive Vice President; Darlene Doran, Secretary; Brian Thomason, Treasurer; Tim Beechuk, North Central RVP; Jeff Gomon, South Central RVP; Lou Ann Shirk, North Atlantic RVP; and Jeff Cowan, Pacific RVP.

**Absent:** Dwayne Mosley, South Atlantic RVP

**National Office and Roundel:** Frank Patek, Executive Director and Lindsey Branston, Director of Financial Operations

**Chairs:** Steve Stepanian, DEC

**3. Updates**

**DEC**

Steve Stepanian reports there have been no driving incidents during HPDE or Autocrosses. The Driving Events Operation Manual are being revised and if all goes well, a completed draft for the Board's review at the 1<sup>st</sup> quarter Board meeting in Greenville.

**Trillium**

Frank Patek reports they are still trying to work out the issues with Canada. Phil Abrami has inserted himself into the process in an exacerbating manner. BMW of Canada is questioning the value of Trillium Chapter and demonstrated a lack of knowledge as to member count and car purchased. Currently, the Trillium Chapter's membership is at 488 paid members and over the last year ten (10%) percent have purchased new vehicles from BMW Canada.

**Foundation**

Frank Patek reports the Foundation has accepted an invitation from the board to attend a strategic planning meeting in the near future.

**BMW CCA Headquarters**

Frank Patek reports CCA is trying to get the contractors to finish the downstairs level and move on with other projects. Staff is seeking bids for the purchase and installation of the new front door and two garage doors for the Display Area. Bids are around \$18,000. Lindsey Branston is gathering information from CCA members who

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have shown an interest in volunteering at the new headquarters the weekend of board meeting March 30, 2019.

**Regional Publication**

Frank Patek reports the next issue of the Pacific Region quarterly publication is on hold as we weigh options. . Frank requested additional direction from the Board as we consider regionalizing newsletters in the four remaining parts of the country. Len Rayburn is training Kim Austin to handle layout.

**BMW CCA Member #1**

Bob Mehrman CCA's first club member passed away on February 17, 2019. The family would like any and all donations go to Care Dimensions.

**Operations Manual**

Darlene Doran reports the new Operations Manual has been completed and had been distributed to the entire Board for an approval vote.

**Motion:** Tim Beechuk made a motion to accept the new Operations Manual as written. Jeff Cowan seconded the motion. Motion passes 8-1 absent

**New Mexico Chapter**

Jeff Gomon reports he has been working with the New Mexico Chapter. Jeff will be attending their tech session/board meeting at BMW of Sandia on February 21, 2019. NM has yet to file the incorporation paperwork that Darlene Doran completed for them. Jeff has received very positive feedback from the local NM Chapter members in reaction to the letter he sent seeking new volunteers. ., Jeff has plenty of support from all members and will be attending the meeting with the intent to get their incorporation paperwork completed and protect the New Mexico Chapter charter.

**Reorganization of Funds**

Steve Johnson has asked all board members to be prepared to discuss the work necessary to reorganize the financial operations of the Club. The first priority of reorganization is efficiency of operations in order to maximize our financial resources and minimize the burdens placed upon our volunteers.

**Regional Status**

Lou Ann Shirk made a motion to grant Regional Status for the Vintage at Saratoga July 12 – 14, 2019. Darlene Doran seconded the motion. Motion passes 8-1

**4. Adjourn at 7:58 PM EST**

**Motion:** Steve Johnson made a motion to adjourn the above conference call. Darlene Doran seconded the motion. Motion passes 8-1 absent



**BMW Car Club of America  
Board Meeting  
Greer, South Carolina  
March 30, 2019**

**Saturday, March 30, 2019**

**1. Call to Order**

The meeting was called to order by President Steve Johnson at 8:45 AM EST.

**2. Attendees**

**Board Members:** Steve Johnson, President; Eddy Funahashi, Executive Vice President; Darlene Doran, Secretary; Brian Thomason, Treasurer; Tim Beechuk, North Central RVP; Lou Ann Shirk, North Atlantic RVP; Dwayne Mosley, South Atlantic RVP; Jeff Gomon, South Central RVP and Jeff Cowan, Pacific RVP

**National Office and Roundel:** Frank Patek, Executive Director; Lindsey Branston, Director of Financial Operations; Chris Hennecy, Director of Corporate Relations; Stephen Elliott, IT Director; Len Rayburn, Creative Director; Michael Slaff, *Roundel* Advertising; and Satch Carlson, *Roundel* Editor-in-Chief.

**BimmerLife:** David Rose and Alex Tock

**Guests:** Ian Branston, Sandlapper Chapter; Jeff Caldwell, New Jersey Chapter, North Atlantic RVP Elect; Michael Washington, Smoky Mountain Chapter; Barbara Adams, Windy City Chapter; Larry Schettel, Windy City Chapter; Wendie Martin, Oregon Chapter; Genevieve Alt, Sandlapper Chapter; Robert Alt, Sandlapper Chapter; and Dohn Roush, Buckeye Chapter.

**3. Minutes**

The minutes of the November 2, 2018 Board Meeting were approved by vote during the January 15, 2019 Conference Call. The minutes of the January 15, February 11, and February 20, 2019 Conference Calls were approved by vote during the March 30, 2019 Board Meeting. Reading of the minutes will be waived.

**Motion:** Tim Beechuk made a motion to accept the minutes of the November 2, 2018 Board Meeting. Darlene Doran seconded the motion. Motion passes 9-0

**Affirmation of votes on conference calls since last Board Meeting.**

- **Motion:** Steve Johnson made a motion that the Board authorizes our BMW CCA Director of Marketing, Chris Hennecy to purchase a new M2 Competition Package, have it shipped to Dinan for the 2019 raffle prize not to exceed \$75,000.00. Darlene Doran seconded the motion. Motion passes 9-0
- **Motion:** Brian Thomason made a motion the board NOT accept the Club Race proposal as submitted. Steve Johnson seconded the motion. Motion passes 9-0

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- **Motion:** Tim Beechuk made a motion to accept the new Operations Manual as written. Jeff Cowan seconded the motion. Motion passes 8-1 absent

**Motion:** Darlene Doran made a motion to affirm the above votes via email and/or conference calls. Steve Johnson seconded the motion. Motion passes 9 - 0

#### **4. Reports**

##### *4.1 President*

Steve Johnson added to his pre-meeting report; he will be asking Gary Davis resignation as Club Race Chairperson. He will be contacting Scott Blazey to be our interim chairperson.

##### *4.2 Executive Vice President*

Eddy Funahashi added to his pre-meeting report that we were trying to capture the E30 Club into the CCA.

##### *4.3 Secretary*

Darlene Doran had nothing to add to her pre-meeting report.

##### *4.4 Treasurer*

Brian Thomason had nothing to add to his pre-meeting report.

##### *4.5 South Atlantic RVP*

Dwayne Mosley added to his pre-meeting report; Having discussions with River City Bimmers, no one in the chapter is willing to volunteer and run the chapter. River City is suggesting that they be merged with Old Hickory Chapter. Florida Sun Coast, First Coast and Gulf Coast Chapters are days away from merging into one chapter voluntarily. The three chapters see many advantages of sharing services. The merging of the three chapters will be incorporated as Florida Sun Coast Chapter.

##### *4.6 North Atlantic RVP*

Lou Ann Shirk had nothing to add to her pre-meeting report.

##### *4.7 Pacific RVP*

Jeff Cowan had nothing to add to his pre-meeting report.

##### *4.8 South Central RVP*

Jeff Gomon had nothing to add to his pre-meeting report.

##### *4.9 North Central RVP*

Tim Beechuk added to his pre-meeting report; gave the Flat-Out Classic event discretionary funds.

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4.10 *Executive Director*

Frank Patek added to his pre-meeting report. We have had a hard and fast end to 2018 and a slow start to 2019. Numbers are not great, but on the other hand not awful.

4.11 *Roundel*

Satch Carlson added there was a publication meeting regarding *Roundel* and would like Michael Slaff to report on the outcome of said meeting.

4.12 *Driving Events Committee*

Steve Stepanian had nothing to add to his pre-meeting report.

4.13 *Club Racing Committee*

Gary Davis did not provide a pre-meeting report.

**5. Review Action Items**

**6. Discussion Topics**

**6.1 *National Events***

**6.1.1 Oktoberfest 2019**

Frank Patek reports this event is booked and on schedule for 2019. The event will begin on October 15<sup>th</sup> in Greenville, SC and conclude on Saturday, October 19<sup>th</sup>. We will not have an HPDE this year for Oktoberfest. Road Atlanta is the nearest facility and it is two hours away and required a 4 day minimum rental at exorbitant rates. HPDE as part of Ofest seems less important to members as the two previous Ofest HPDE's were not well attended. This has two periods. The last time we had a sell-out was in 2016 in Monterey.

We will have events at the BMW Performance Center. We will be offering 2-half day driving experiences at the PC for \$99.00 each which will include lunch. The BMW Performance Center has really stepped up for our 50<sup>th</sup> Anniversary. On Friday, they will be doing an exhibition event with new and vintage/classic cars. Opening night will be dinner and a show at the Hyatt. We will have a Dinan Beer Garden for the event. Charity Hot-Laps will be at the Performance Center, not sure what cars will be used. We will have a Grand Opening of the new BMW CCA Headquarters with a Car Show and lunch on Saturday. Our closing dinner will be at the Eagle Mountain Vineyard and Winery. Our theme may be Motown or a concert by Edwin McCain. We will have four (4) blocks in downtown Greenville for our Car Show. The Greenville Hyatt our host hotel has approved for BMW CCA to have 2 vehicles in the lobby during our event. We would like the Foundation to release Lonny

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and Lou Ann Shirk's car for the 5 days since it's the Parker Spooner car.

Lou Ann Shirk reports she and Jackie Bechek have been working with Mike Renner of the BMW Performance Center regarding a Ladies Day

only on Monday, October 14<sup>th</sup>, the day before Oktoberfest begins. It will be a half-day in the afternoon and the cost will be \$250.00, which will include lunch and cocktail event. Mike has indicated that the scheduled ½ day events for \$99.00 during Oktoberfest could possibly be increased if participation warrants.

Jeff Gomon spoke with Tom Lappin, President of Sandlapper regarding tour routes for the 2002 group to drive during Oktoberfest.

6.1.2 Chapter Congress 2019

Frank Patek reports the Congress will be October 31 – November 3, 2019

**7. Regional Events**

**7.1 Updates**

7.1.1 Flat Out Classics – May 4-5, 2019

7.1.2 The Vintage – May 16-19, 2019

7.1.3 Bimmerfest West – May 24-25, 2019

7.1.4 Vintage of Saratoga – July 12-14, 2019

7.1.5 Pittsburgh Vintage Grand Prix – July 20-21, 2019

7.1.6 Monterey Legends / Festorics Weekend – August 16-18, 2019

7.1.7 No Excuses Driving School – November 8-10, 2019

**8. National Programs and Services**

**8.1 Updates**

**8.1.1 IT**

Stephen Elliott reports ACGI is the company that developed our new membership software, AssociationAnywhere and they are difficult to work with and has been a challenge. We have encountered several times where the software doesn't work as promised. If someone orders more than ten items from our store, they only get 10, this will need fixed. We have reports in place

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to assist in helping catch malfunctions in the software. Several things we are trying to catch up on are the Integration with Cvent for Oktoberfest and Legends of the Autobahn, NCOA and Virtual Garage.

8.1.2 Club Racing – no report submitted

8.1.3 Driving Events Committee

Steve Stepanian reports the Driving Events Manual is a bigger beast than was anticipated. We have a conference call scheduled to run through proposed updates, eliminations and/or corrections. Steve believes this will be a two-day closed-door session to get completed.

Annual meeting needs to be approved by the board. We would like to do in conjunction with a regular board meeting as we did in LA, 2017.

Instructor Training Schools we need to get approval for minor budgetary spending. National Capital Chapter is holding their very first school, which will be highly attended. We will need a couple of individuals who will be present and make sure the event runs smoothly. Lone Star Chapter is also hosting a school. They seem to have their ducks in a row and have not asked for assistance from the NDEC.

Quarterly Incidents Update were Pacific Region – Golden Gate Autocross; San Diego Driving Tour and Peachtree HPDE, no injuries noted.

Autocross Program/Manual nothing has been provided by Michael Feldpusch as for both the program and manual. During the DEC Congress Michael was not in attendance and has made no movement toward his assignment.

8.1.4 Charity Matching Funds

Lindsey Branston reports we had a decent participation this year. Chapters will be pleased with what was received. Chapters that requested paper checks should be seeing those in the next week.

8.1.5 Raffle

Frank Patek reports we have an M4CS coming from BMW NA and an M2 Competition as our Grand Prize and first prize. We will have an M240i as our base vehicle for the 2019 raffle. Raffle will open in June 2019, close in September and the drawing will be in GA. We have partnered with Dinan, Forgeline and Michelin again for another special 1 of 1 car as our Grand Prize car. Also, Dinan will be producing approximately six (6) videos documenting each new addition to the car. We will use the videos through the raffle campaign to build the excitement and sell tickets via email, social and web. The car will be featured in the *Roundel* and *BimmerLife* which will help with our exposure.

8.1.6 SIG's

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Eddy Funahashi reports there has been a little movement and participation is low. There is some interpretational ambiguity as to what a SIG is should this be versus an SIR? BTW, what is an SIR verses and SIR. Currently a SIG can be anyone forming a group for any reason and taking benefit from the Club without joining the club. They don't provide CCA a list of members and benefits back to the members and yet expect to have insurance coverage provided for events. Essentially a SIG operates much like a non-geo chapter but has few obligations. As we look to limit our exposure to liability it is important that the Board clearly defines the definition of a SIG and how it will or will not be supported by the Club.

**8.1.7 Roundel**

Frank Patek reports the magazine at its high point brought in \$1.2 million dollars a year in advertising revenue. Currently, we are at a very long way from that number. Advertisers are not interested in paper advertising; most have gone to online advertising.

Michael Slaff reports that in the early 90's he thought that our publication would appeal to Apple and techy types of individuals for possible advertisers and their response was "No, you are a car magazine and too small". If we are going to try to do a lifestyle regional newsletter, our challenge will be to find regional lifestyle advertisers. In 2006, Michael would start each issue of the publication with forty-seven (47) advertisers and currently we only have thirteen (13). We are on track to go down by twenty percent (20%) over last year. If we bring in \$500,000 in advertising revenue this year we will have done well. *Roundel* is becoming less relevant to people.

**8.1.8 National Office**

**8.1.8.1 BMW CCA New Headquarters**

Frank Patek reports getting the new Headquarters up and running and ready to receive visitors is a key goal and to have events throughout the year.

**8.1.8.2 BMW CCA Growth**

Frank Patek reports the three (3) year membership purchase when purchasing a vehicle is working. We have increased over by 3,000 members with their three-year memberships. By 2020 SAV sales will surpass the sale of cars. We have ever growing challenges ahead of us. Participation in HPDE's and Autocrosses is shrinking. We need to develop more lifestyle programs and/or "get-a- ways" to experience our cars. We need to recruit more women into the club. Currently, only sixteen percent (16%) of our members are female. Today events where both spouses can participate are more popular than ever. We need to take a long look at how we operate the club going forward. We are here to provide the best membership experience we can. We aren't currently providing the level of

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member experiences we have in the past. The survival of BMW CCA is based on memberships.

8.1.8.3 Regional Newsletters

Steve Johnson reports that during the publication meeting they have come up with a much better idea for the Regional Newsletter publication.

Len Rayburn reports we are going to use our existing Microsoft 365 system, Microsoft Teams, Planner and Outlook Calendar, the cost will be approximately \$2-4 per month per seat. Until about 2 ½ years ago, our only publication was *Roundel*, however over the last year and one-half we have developed *BimmerLife* being a separate entity and effort has taken over a bit of what we want to do with the regional newsletters. We need to have a more coordinate and media strategy team, which would share all our knowledge. The name of the publication would be *BimmerLife Quarterly*, with regional designation to different the issues. We believe using the existing brand of *BimmerLife* will make the magazine more readily recognizable as a BMW lifestyle-oriented magazine. We would give to dealers for their showrooms. We would recommend going with a premium product which will be produced twice a year. We would take advantage of *Roundel* mailing systems and production costs. The cost of printed and mailed is less than \$1.00 per issue, this is a phenomenal pricing. If we can produce a coffee table book that is BMW centric, now we have something we can sell to the Lifestyle community. This would be 10 publications per year, 2 for each region. Our plan would be to have the feature story regionally centric. The Board will discuss if this proposal will satisfy the newsletter minimum standard. If the chapters are not willing to help grow the club, then we must take it in-house and use this tool. We will also provide copies to independent shops as well as dealerships. Will have a proposal for the board on our April 17<sup>th</sup> conference call. There is over \$2million dollars currently in the bank accounts of our chapters. There are 68 chapters who do nothing for recruiting new members or anything else to grow this club, then CCA will do it and pay for it. As the board we are charged with the survival of this club and this club will not survive if we stay on our current business plan.

8.1.9 Member Committees

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- 8.1.9.1 Recognition Program Committee  
Ian Branston reports the nominations were very low for 2018. The committee is now fully staffed and are available for 2019 if

so reappointed. The nomination period is very concentrated, the period is from February 1 – January 31 the following year.

*BimmerLife* was very instrumental in boosting the awareness of the program and should be used over the nomination season. There were very few nominations from Chapters, most were coming from an individual. Many of the nominations did not fulfill the program criteria. One way to increase awareness of the program is to have the regional person on your conference call. It became apparent by Ian that some policy omissions and ambiguities remain, and the committee needs some guidance from the board.

- 8.1.9.2 Technology Committee – nothing currently
- 8.1.9.3 Election Status  
Frank Patek reports the election has been completed.

## **9. Policy and Administration**

- 9.1 Ombudsman – see report
- 9.2 Benefits Update  
Chris Henneey reports Backyard Buddy is our newest member benefit. They are extending a 10% discount to club members.
- 9.3 BMW Clubs International  
BMW CCA is hosting the 2019 meeting International Council of BMW Clubs in conjunction with Pazific Ezcapades. The host hotel will be La Quinta Resort and Spa in La Quinta, CA. BMW CCA, our Pacific Region chapter and the BMW MOA will co-host a BMW Car and Motorcycle show on Saturday evening, September 21 in Old Town La Quinta. There is a pre-tour that starts on Saturday, September 14<sup>th</sup>, 2019. It will proceed up through the Sierra's, Angela Crest, Arrowhead, Tehachapi, Visalia, Bass Lake, Monterey, Pasa Robles, Santa Barbara and back to La Quinta, avoiding highway traffic as much as possible.
- 9.4 Operations Manual  
Steve Johnson reports the new Operations Manual has been completed and thanked Darlene Doran. Dwayne Mosley indicated the new manual is quite excellent and reads very well. There are a few changes to be made and I will post approximately April 19, 2019.



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**10. Foundation**

**10.1 Financial Contributions**

Frank Patek reports that over the last decade (2010 – 2018) BMW CCA has contributed \$343,089.97 to the BMW CCA Foundation in the form of grants. The Foundation has been able to use the funds (\$217,963.38) to help offset the cost of memberships for Street Survival. We are pleased to announce that our net giving during this time resulted in a gain to the Foundation of \$125,124.58.

The BMW Passion exhibit will open on May 17, 2019 in Greer at the Foundation. The exhibit will be a big attraction for those attending Oktoberfest and the Foundation will maintain regular hours for the exhibit.

**11. Financial**

**11.1 2018 Status**

Brian Thomason reports that CCA had a stellar year last year in terms of losing \$350,000. We ended the year with a gain of \$160,000, however that was due to the sale of the condo. We had a very successful raffle; we have reached the point where something must give. Lindsey Branston reports that Roundel advertising revenue is down, however the raffle was up. Operating costs are on the incline as everything is costing more. Brian's observations the revenue we generate no longer supports the expense base we have. We either need more revenue or less expenses. More revenue means we raise dues which is the easy option. We need to make sure we have done our due diligence on everything else first. We are somewhat limited the way in which we can generate more revenue as a 501(c)(7). We need to increase membership which is no surprise to anyone. CCA membership dues are lower than most all other car clubs.

**12. Chapter Issues**

**12.1 RVP Conference Call schedule for 2019**

**Pacific Region**

May 7, August 6 and November 5, 2019

**South Central Region**

May 8, July 24, and November 13, 2019

**North Central Region**

**South Atlantic Region**

**BMW Car Club of America  
Board Meeting  
Greer, South Carolina  
March 30, 2019**

**North Atlantic Region**

**12.2 RVP Chapter Visitation schedule for 2019**

**Pacific Region**

***Visitation Plans:***

**South Central Region**

***Visitation Plans:***

**North Central Region**

***Visitation Plans***

**South Atlantic Region**

***Visitation Plans***

**Tidewater – July; Tennessee Chapters – June/July; Tarheel VIR Corral – August and Peachtree – October, 2019.**

**North Atlantic Region**

***Visitation Plans:***

**12.3 Chapter Probation Report**

Lindsey Branston reports that it is ugly and extensive this time. Many of our chapters are non-compliant for newsletters and administration forms. Currently, we have 22 chapters that will not receive their rebate.

**12.4 Dealer Engagement Program – see Chris Hennecy report**

**13. Membership**

**13.1 Membership Drive & Community Relations – nothing currently**

**13.2 Sponsorship and Marketing**

Chris Hennecy reports he would propose a BMW Employee Incentive Program. This program would reward the employee \$10 for every successful 3-year membership referral with a cap of \$500 per year. We would not have to issue a 1099 with the \$500 cap. Each employee would register and be given an id number for tracking their referrals.

**\$48 for 1-year membership**

**\$15.30 to Chapter**

**\$134.00 for 3-year membership**

**\$144.00 if purchase a 1-year x3 years**

**BMW Car Club of America  
Board Meeting  
Greer, South Carolina  
March 30, 2019**

\$45.90 to chapter x3 years

\$10.00 discount at National

\$ 6.00 Grill Badge

\$16.00 deduction from National

\$26.00 with \$10 to dealer

\$45.90 per member

\$10.00 deduction

\$35.90 to chapter x3 year

**Motion:** Dwayne Mosley made a motion we implement BMW Employer Incentive Program by June 30, 2019. This cannot be combined with any other membership offers, a cap of \$500 can be issued per year and no 1099 is to be issues. Tim Beechuk seconded the motion. Motion passes 9-0

**Dealership Lunch and Learn Program**

Chris Hennecey reports he would propose a dealership lunch and learn program. A representative from the club would schedule a visit with a dealership's general manager and sales staff. CCA would bring in lunch from a local restaurant and provide a 20-minute talk about the club, rebate program and our many benefits.

**14. BMW NA**

**15. New Business**

**15.1 Election Vetting Committee**

Steve Johnson reports that on our April 17, 2019 Conference Call we will be coming up with ideas for forming athis committee for future candidates running for board positions.

**15.2 CCA Headquarters Property Use**

Frank Patek reports he has been contacted by several regarding the use of our property i.e. individuals and groups. People are wanting to fish at the lake on our property. The biggest issue we have is our insurance.

**15.3 *BimmerLife***

David Rose and Alex Tock report that our publication only comes out weekly. One way we are currently getting news articles out is through Facebook throughout the week. By getting the news out right away, members receive the news from us instead of another blog. One of our most valuable assets is our community and events. We want to do more live videos at events, rather than waiting. We have for the upcoming 50<sup>th</sup> anniversary of BMW CCA the stickers, grill badge and other branding apparel which is very exciting. We are seeking historical information about CCA in the format of photos, video and film for an archival piece marking the 50th anniversary of the Club

**BMW Car Club of America  
Board Meeting  
Greer, South Carolina  
March 30, 2019**

15.4 Performance Deliver

Tim Beechuk has had requests for Performance Center Delivery during Oktoberfest. This is a very good idea; Frank will talk to Mike Renner regarding this.

**16. Future Meetings**

16.1 Board Meetings

June 6-9, 2018 Los Angeles

August 3, 2019 Boston

October 31 – November 3, 2019 Dallas

16.2 Conference Calls

April 17, 2019

May 15, 2019

**17. Adjourn**

**Motion:** Darlene Doran made a motion to adjourn at 3:40 PM EST. Jeff Cowan seconded the motion. Motion passes 9-0

**BMW CCA ANNUAL Meeting  
Greenville, South Carolina  
Saturday, April 21, 2018**

***Minutes***

**1. Call to Order**

The meeting was called to order by President Steve Johnson at 3:45 PM EST.

**2. Attendees**

There was a quorum with the following in attendance;

**Board Members:** Steve Johnson, President; Eddy Funahashi, Executive Vice President; Darlene Doran, Secretary; Brian Thomason, Treasurer; Jeff Gomon, South Central RVP; Tim Beechuk, North Central RVP; Dwayne Mosley, South Atlantic RVP; Jeff Cowan, Pacific RVP; and Lou Ann Shirk, North Atlantic RVP.

**National Office and Roundel:** Frank Patek, Executive Director; Lindsey Branston, Director of Financial Operations; Stephen Elliott, Director of IT; Steven Schlossman, Chapter Services; Heather Tollison, Controller; Chris Hennecey, Director of Corporate Relations; Edward Tamsberg, IT; Satch Carlson, *Roundel Editor in Chief* and Michael Slaff, *Roundel Advertising*.

**Others in Attendance:** David Rose, Green Mountain Chapter; Nick Parente, Boston Chapter; Ian Branston, Sandlapper Chapter

**3. Minutes**

The minutes of the 2017 Annual Meeting were approved at the Annual Board Meeting on April 21, 2018.

**Motion:** Darlene Doran made a motion to approve the 2017 Annual Meeting minutes, Brian Thomason seconded the motion. Motion passes unanimously.

**4. Treasurer's Report**

Brian Thomason presented the Report of Treasury and reported 2017 ended with \$344,964.00 expenses in excess of income and Member Equity of \$1,466,601.00.

**5. Membership Report**

Frank Patek, II BMW CCA Executive Director reported that membership as of the end of February was 66,253.

**6. President's Report**

- President Steve Johnson reports
  - ◆ BMW CCA membership is declining
  - ◆ 2017 expenses were in excess of revenue

- ◆ We are very fortunate to have the hard working and dedicated staff at our National office and we sincerely thank them all.

## **7. Certification of National Election Results**

### **President**

Steve Johnson – Uncontested vote

### **South Atlantic Regional Vice President**

Dwayne Mosley – Uncontested vote

### **North Central Regional Vice President**

Tim Beechuk - Uncontested vote

**Motion:** Steve Johnson made a motion to ratify the acclamation of all uncontested votes. Motion was seconded by Darlene Doran. Motion passes 9 -0.

## **8. Installation of New Officers**

President Steve Johnson welcomed back Dwayne Mosley, South Atlantic RVP and Tim Beechuk, North Central RVP of the BMW CCA.

### **Appointment of National Service Officers**

President Steve Johnson announced the appointment of the 2018 National Service Officers as follows:

#### **Technical Service Officers**

Carl O. Nelson - Chair

Jennifer Morgan

Robert Charlson

Paul Muskopf

Brett Hurless

Dan Patzer

Oscar Velez

**Motion:** Steve Johnson moved to approve the appointment of the 2018 Technical Service Officers. Motion was seconded by Jeff Cowan. Motion passes 8- 1 absent.

#### **BMW CCA Ombudsmen**

John Gamel - Chair

Barry Kleckner

David Levin

**Motion:** Dwayne Mosley moved to approve the appointment of the 2018 Ombudsmen Officers. Motion was seconded by Eddy Funahashi. Motion passes 8- 1 absent.

#### **Driving Events Committee**

Steve Stepanian - Chair

Bill O'Neill – North Atlantic

Scott Meyer – South Atlantic

Tim Beechuk - Board Liaison

Steve Stepanian – Pacific Region

Bruce Heersink – South Central

Fred Bell – North Central

**Motion:** Steve Johnson moved to approve the appointment of the 2018 Driving Events Committee. Motion was seconded by Eddy Funahashi. Motion passes 8- 1 absent.

***Recognition Committee***

Ian Branston – Chair  
Open – Pacific Region  
Open – South Central Region  
M. L. Hillard – North Central Region  
Leslie Moyer – South Atlantic Region  
Open – North Atlantic  
Lou Ann Shirk – Board Liaison

**Motion:** Steve Johnson moved to approve the appointment of the 2018 Recognition Committee. Motion was seconded by Jeff Cowan. Motion passes 8 – 1 absent.

***Tech Committee***

Ian Dunn- Chair  
Athena Brekke  
Alex Casey  
Josh Butts

**Motion:** Steve Johnson moved to approve the appointment of the 2018 Tech Committee. Motion was seconded by Darlene Doran. Motion passes 8 – 1 absent.

***9. Resolution to change bank records to reflect current officers (if applicable)***  
None Required

***10. Designation of location and time for 2019 Annual Meeting***

First or Second Quarter 2019 – with no specific date or location

***11. Adjournment at 4:35 PM EST***

**Motion:** Tim Beechuk moved to adjourn the Annual Meeting and Jeff Cowan seconded the motion. Motion passes unanimously.





BMW CCA  
Board of Directors Meeting  
March 30, 2019  
BMW CCA Headquarters  
Greer, SC

BMW Car Club  
of America





BMW Car Club of America  
Board Meeting  
BMW CCA Headquarters, Greer SC  
March 30, 2019

***Agenda***

**Saturday, March 30, 2019**

**8:30 am Call to Order**

**Introduction:** Members, Guests.

**Affirmation of votes on conference calls since the last Board Meeting.**

**8:35 am        Reports**

- President
- Executive Vice-President
- Secretary
- Treasurer
- South Atlantic Regional Vice President
- North Atlantic Regional Vice President
- Pacific Regional Vice President
- South Central Regional Vice President
- North Central Regional Vice President
- Executive Director
- Roundel
- Driving Events Committee
- Club Racing

**10:00 am       Reports & Presentations Continue Until Completed**  
**Discussion of Listed Topics**

**10:45 am       Break**

**11:00 am       Resume Discussion of Listed Topics**  
**New Business**

**Noon            Lunch**

**5:00 pm        Adjourn**

## ***Discussion Topics***

### **1. Review Action Items**

### **2. National Events**

Oktoberfest

- 2019
- 2020

### **3. National/Regional Events**

- The Vintage, May 2019
- Bimmerfest West, May 2019
- Pittsburgh Vintage Grand Prix, July 2019
- Vintage at Saratoga, July 2019
- Monterey Weekend August 2019
  - Legends of the Autobahn
  - Festorics at Rolex Motorsport Reunion

New Requests

### **4. National Programs and Services**

IT Update

Club Racing

Driving Events

- Autocross Proposal
- Ops Manual Revisions

Charity Matching Funds

Raffle

SIG's

Roundel

Member Committees

Recognition Program Committee

Tech Committee

Election Status

National Office

Planning for future location

### **5. Policy and Administration**

Ombudsman update

Tech Rep's update

Benefits Update

BMW Clubs International

Operations Manual

Rewrite and Update

BMW Car Club of America  
Board Meeting  
BMW CCA Headquarters, Greer SC  
March 30, 2019

Chapter Newsletters and Communications  
New Insurance Policy Procedures  
Leadership Committee  
Recognition Committee  
Strategic Plan

**6. Foundation**

**7. Financial**

*Proposed change as to how we bill liability insurance to chapters*

**8. Chapter Issues**

RVP Conference call schedule for 2019  
RVP Chapter Visitation schedule for 2019  
Chapter probation report  
Dealer engagement program  
Corporate Status Non-Compliance  
    New Jersey 2016  
River City has not reported any chapter officers and their last newsletter was 323 days ago.

**9. Membership**

Membership Drive  
Marketing  
Friend of the Marque  
Greg Gelatka Appeal

**10. BMW of North America**

**11. New Business:**

*Reorganization and Regionalization*  
*Quarterly regional newsletters progress*  
*Dues Increase / Funds distributed to Chapters*  
*Chapter Websites/Regional Websites*  
*RVP travel policy and budgets*  
*Election Vetting Committee*  
*BimmerLife*

*Advertising*

**12. Future Meetings**

Future Meetings

Conference Calls



BMW Car Club of America, Inc.  
Steve Johnson  
President  
33 Hune One Ln #6-203  
Kihei, HI. 96753  
Telephone(858) 705-0303  
Email: president@bmwcca.org

February 18, 2019

To: BMW CCA Board of Directors  
BMW CCA Executive Director

Subject: President's Pre-meeting Report

Planned Travel:

3/11 - 3/19 Monterey, Palm Springs, planning trip

3/19 – 4/1 Greer SC. Building prep and Board Meeting

Past Travel:

10/31 – 11/5 Dallas Board/DEC meetings \$959.80

Discussion:

Next steps regarding the new CCA HQ, roll up doors

Discuss next steps for regional cost savings

Discuss need for dues increase

Regional newsletter progress

Review RVP travel policy and budgets

Respectfully Submitted,

Steve Johnson  
President, BMW CCA





February 19, 2019

Pre meeting report

October 12<sup>th</sup> 2018 through current

To: All board members, Executive Director BMW CCA

From: Eddy Funahashi

**Subject:** EVP pre-meeting report



**Travel:**

October 26, 2018 Buttonwillow, Ca. Central Ca/LA Chapters and Pacific Region HPDE  
Co-Chief Instructor

\$0.00

November 1-4 2018 Dallas, Tx. DEC Conference and 4th quarter National board meeting  
\$572.12

December 7 -8 2018 Monterey, Ca Meeting with Nicklaus Club of Monterey regarding  
Legends of the Autobahn,  
\$0.00

**Future (Quarter) Travel:**

March 21 – April 1 2019 Greenville board meeting

May 25 -26 2019 Fontana, Ca. Bimmerfest

**Travel recap:**

-October 26 2018 HPDE Buttonwillow, Central Ca/LA Chapters. Pacific Instructor core.  
No incidents!

-November 1-4 2018 Dallas Tx. DEC Conference and 4 quarter National board meeting  
The minutes for this two part meeting will recap both sections.

-December 7 - 8 2018 Monterey CA Meeting at Nicklaus of Monterey  
The purpose for this meeting was to secure a new contract with the new owners of the  
Nicklaus Club. Although secure with a commitment to host our August event, the  
contract negotiations are still ongoing.

**Non-Geographical Chapters and SIG's**

Controversy remains with the E30 Chapter. It is in a legal process.

Respectfully,

Eddy Funahashi



Official BMW Club

March 22, 2019

To: BMW CCA Board of Directors  
BMW CCA Executive Director

Subject: Treasurer's Pre-Meeting Report

**Travel**

4Q2018 Board Meeting/DEC Congress, DFW, TX Nov 1-4, 2018  
Flight: \$355.20  
Hotel: TBD

**Planned Travel**

1Q2019 Board Meeting, Greenville, SC Mar 29-31, 2019  
Airfare: \$321.00  
Hotel: TBD

**For Discussion**

2018 Financial Results

2019 Budget

Update on building financing plan

**Other Items**

Attended Puget Sound G20 3 series and X7 reveal at BMW Seattle on 3/17/19. About 40 members in attendance. Chapter leadership was very friendly, and indicated they hoped I would be very involved in local chapter. GSM of BMW dealership encouraged me to think about how CCA can continue to partner with Seattle area dealers.

**Income Statement**  
**For the year ended December 31, 2018**

Please see attached. I would note that income from operations, including a very successful raffle was -\$250k. We ended up with a positive income from the year because of the sale of the condo.

**Balance Sheet**  
**At December 31, 2018**

Please see attached.

Respectfully submitted,  
Brian Thomason

BMW Car Club  
of America



BMW Car Club of America  
Brian Thomason  
Treasurer  
5302 138<sup>th</sup> Street Ct NW  
Gig Harbor, WA 98332  
Telephone: 805 267-9135  
Email: treasurer@bmwcca.org



**BMW Car Club of America, Inc.**  
**Balance Sheet Prev Year Comparison**  
As of December 31, 2018

	Dec 31, 18	Dec 31, 17	\$ Change
<b>ASSETS</b>			
Current Assets			
Checking/Savings			
Bill.com Money Out Clearing	0.00	462.09	-462.09
1000 - Cash			
1022 - Southern First Bank	10.68	10.68	0.00
1024.01 - South State Bank	1,617,351.76	984,044.62	633,307.14
1032 - TD Bank Checking	100.01	100.01	0.00
1033 - TD Bank MM	0.00	253,429.37	-253,429.37
1050 - Petty Cash	25.00	25.00	0.00
Total 1000 - Cash	1,617,487.45	1,237,609.68	379,877.77
1030 - FSA (South State Bank)	7,845.07	9,832.31	-1,987.24
Total Checking/Savings	1,625,332.52	1,247,904.08	377,428.44
Accounts Receivable			
1100.01 - Accounts Receivable			
1130.01 - A/R Foundation	0.00	239.50	-239.50
1130.02 - A/R MOA	-128.40	-127.20	-1.20
1140 - Club Racing	3,525.00	1,000.00	2,525.00
1199.01 - Other	95,329.54	-510.14	95,839.68
1100.01 - Accounts Receivable - Other	82,973.62	99,675.46	-16,701.84
Total 1100.01 - Accounts Receivable	181,699.76	100,277.62	81,422.14
Total Accounts Receivable	181,699.76	100,277.62	81,422.14
Other Current Assets			
1200 - Investments			
1205 - Merrill Lynch	54,713.63	53,049.89	1,663.74
1210 - State Street Research Fund	34,458.81	34,335.57	123.24
1810 - Investment - BMW AG	39,851.97	51,644.14	-11,792.17
Total 1200 - Investments	129,024.41	139,029.60	-10,005.19
1300.01 - Inventory			
1305.01 - Club Logo Merchandise			
1305.05 - Oktoberfest Club Logo Merch	0.00	5,437.80	-5,437.80
1305.96 - Club Racing Logo Merch	2,310.85	2,653.61	-342.76
1305.01 - Club Logo Merchandise - Other	160,743.56	107,593.74	53,149.82
Total 1305.01 - Club Logo Merchandise	163,054.41	115,685.15	47,369.26
1306 - Promotional Merchandise	22,943.76	0.00	22,943.76
1300.01 - Inventory - Other	13,364.86	13,364.86	0.00
Total 1300.01 - Inventory	199,363.03	129,050.01	70,313.02
1400.01 - Prepaid Expenses			

**BMW Car Club of America, Inc.**  
**Balance Sheet Prev Year Comparison**  
As of December 31, 2018

	Dec 31, 18	Dec 31, 17	\$ Change
1405 · Prepaid Insurance	18,108.59	22,129.82	-4,021.23
1410 · Prepaid Federal Income Taxes	10,162.00	19,300.00	-9,138.00
1411 · State Prepaid Taxes	7,635.00	4,500.00	3,135.00
1412 · Prepaid Event Expense			
1412.05 · Prepaid Ofest Event Exp	9,581.02	22,630.22	-13,049.20
1412.96 · Prepaid Club Racing Event Exp	416.16	1,503.98	-1,087.82
1412 · Prepaid Event Expense - Other	48,806.30	56,308.38	-7,502.08
Total 1412 · Prepaid Event Expense	58,803.48	80,442.58	-21,639.10
1415 · Other Prepaid Expenses	18,648.30	27,624.84	-8,976.54
1400.01 · Prepaid Expenses - Other	3,601.20	0.00	3,601.20
Total 1400.01 · Prepaid Expenses	116,958.57	153,997.24	-37,038.67
Total Other Current Assets	445,346.01	422,076.85	23,269.16
Total Current Assets	2,252,378.29	1,770,258.55	482,119.74
Fixed Assets			
1500 · Fixed Assets			
1501 · Land	611,750.00	0.00	611,750.00
1505 · Building	0.00	332,736.79	-332,736.79
1510 · Equipment	330,545.61	316,315.62	14,229.99
1515 · Furniture & Fixtures	0.00	96,900.11	-96,900.11
1520 · Database	238,699.07	0.00	238,699.07
1599 · Fixed Assets in Progress	1,215,645.44	115,101.45	1,100,543.99
Total 1500 · Fixed Assets	2,396,640.12	861,053.97	1,535,586.15
1550 · Accumulated Depreciation			
1555 · Accum. Depr. - Building	0.00	-176,931.87	176,931.87
1560 · Accum. Depr. - Equipment	-312,929.38	-307,763.94	-5,165.44
1565 · Accum. Depr. - Furn. & Fixt.	0.00	-95,258.51	95,258.51
1570 · Accum. Depreciation - Database	-11,934.93	0.00	-11,934.93
Total 1550 · Accumulated Depreciation	-324,864.31	-579,954.32	255,090.01
Total Fixed Assets	2,071,775.81	281,099.65	1,790,676.16
Other Assets			
1600.1 · Suspense	30,326.86	-828.40	31,155.26
1700 · Certificates of Deposit			
1700.01 · Chelsea Financial Accr.Interest	5,643.27	141,719.00	-136,075.73
1700.03 · CD - HSBC Bank-Purch.2013	0.00	105,000.00	-105,000.00
1700.06 · CD - First Financial Bank-USA	250,000.00	250,000.00	0.00
1700.07 · CD - Sallie Mae Bank	0.00	150,000.00	-150,000.00
1700.08 · CD - Benton State Bank	99,000.00	99,000.00	0.00
1700.10 · CD - JP Morgan Chase Bank	250,000.00	250,000.00	0.00

**BMW Car Club of America, Inc.**  
**Balance Sheet Prev Year Comparison**  
As of December 31, 2018

	Dec 31, 18	Dec 31, 17	\$ Change
1700.13 • CD - CIT Bank	0.00	136,000.00	-136,000.00
1700.14 • CD - GE Capital Bank	0.00	225,000.00	-225,000.00
1700.15 • CD - HSBC- Purch. 2015	0.00	145,000.00	-145,000.00
1700.16 • CD - First Nat'l BK of AMER	200,000.00	200,000.00	0.00
1700.17 • CD - BOFI Federal	100,000.00	100,000.00	0.00
1701 • CD-Homestreet Bank	0.00	251,098.81	-251,098.81
1702 • CD - AMEX	235,000.00	235,000.00	0.00
1703 • CD - XCEL FCU	0.00	246,275.08	-246,275.08
1714 • CD - Southern First H. Fisher	2,272.59	2,272.59	0.00
1743 • CD - Key Bank	0.00	100,000.00	-100,000.00
<b>Total 1700 • Certificates of Deposit</b>	<b>1,141,915.86</b>	<b>2,636,365.48</b>	<b>-1,494,449.62</b>
1999 • FSA funds held at Data Path	1,500.00	1,500.00	0.00
<b>Total Other Assets</b>	<b>1,173,742.72</b>	<b>2,637,037.08</b>	<b>-1,463,294.36</b>
<b>TOTAL ASSETS</b>	<b>5,497,896.82</b>	<b>4,688,395.28</b>	<b>809,501.54</b>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
2000.01 • Accounts Payable	131,037.87	154,172.77	-23,134.90
<b>Total Accounts Payable</b>	<b>131,037.87</b>	<b>154,172.77</b>	<b>-23,134.90</b>
<b>Other Current Liabilities</b>			
2100.01 • Deferred Revenues			
2105.01 • Deferred Membership Dues	3,245,070.73	2,977,312.33	267,758.40
2110.01 • Deferred Mailing Fees	13,249.94	12,462.85	787.09
2170 • Deferred Revenues-Dealerships			
2170.01 • Def Rev-Dealerships-Northwest	2,426.00	2,426.00	0.00
2170.05 • Def Rev - BMW El Cajon	946.00	946.00	0.00
2170.06 • Def-Rev Jake Sweeney BMW	4,842.00	4,842.00	0.00
2170.07 • Def-Rev Tom Bush BMW	36.00	834.00	-798.00
2170.08 • Def-Rev BMW of Mobile	2,328.00	2,370.00	-42.00
2170.09 • Def Rev BMW of Akron	7,938.00	0.00	7,938.00
2170.10 • Def Rev Critz BMW	3,150.00	0.00	3,150.00
2170.11 • Def Rev- BMW of Fort Lauderdale	378.00	0.00	378.00
<b>Total 2170 • Deferred Revenues-Dealerships</b>	<b>22,044.00</b>	<b>11,418.00</b>	<b>10,626.00</b>
2100.01 • Deferred Revenues - Other	0.00	21,250.00	-21,250.00
<b>Total 2100.01 • Deferred Revenues</b>	<b>3,280,364.67</b>	<b>3,022,443.18</b>	<b>257,921.49</b>
2101 • Payroll Liabilities			
2102 • Accrued Vacation and Comp Time	36,643.96	43,672.52	-7,028.56
<b>Total 2101 • Payroll Liabilities</b>	<b>36,643.96</b>	<b>43,672.52</b>	<b>-7,028.56</b>

**BMW Car Club of America, Inc.**  
**Balance Sheet Prev Year Comparison**  
As of December 31, 2018

	Dec 31, 18	Dec 31, 17	\$ Change
<b>2200 · Payroll Tax Liabilities</b>			
2205 · Withheld Income Taxes	0.00	47.72	-47.72
<b>Total 2200 · Payroll Tax Liabilities</b>	0.00	47.72	-47.72
2201.01 · Sales Tax Payable	0.00	15.07	-15.07
2250 · Raffle Prizes Payable	0.00	0.00	0.00
2280 · Payroll Benefits Withheld	-595.23	256.02	-851.25
<b>2400 · Accrued Expenses</b>			
2405 · Accrued Payroll	55,170.67	0.00	55,170.67
2420.01 · Accrued Membership Bucks Pay.	6,461.00	7,640.00	-1,179.00
2400 · Accrued Expenses - Other	99.36	0.00	99.36
<b>Total 2400 · Accrued Expenses</b>	61,731.03	7,640.00	54,091.03
2601 · FSA Funds Held for Employees	4,334.02	6,326.63	-1,992.61
2700 · South State Bank Loan	364,052.09	0.00	364,052.09
<b>Total Other Current Liabilities</b>	3,746,530.54	3,080,401.14	666,129.40
<b>Total Current Liabilities</b>	3,877,568.41	3,234,573.91	642,994.50
<b>Total Liabilities</b>	3,877,568.41	3,234,573.91	642,994.50
<b>Equity</b>			
3001 · Opening Bal Equity	1,164,528.76	1,164,528.76	0.00
3900 · Retained Earnings	289,292.61	637,824.49	-348,531.88
Net Income	166,507.04	-348,531.88	515,038.92
<b>Total Equity</b>	1,620,328.41	1,453,821.37	166,507.04
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>5,497,896.82</b>	<b>4,688,395.28</b>	<b>809,501.54</b>



# BMW Car Club of America, Inc.

## Balance Sheet Prev Year Comparison

As of December 31, 2018

	<u>% Change</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
Bill.com Money Out Clearing	-100.0%
<b>1000 - Cash</b>	
1022 - Southern First Bank	0.0%
1024.01 - South State Bank	64.36%
1032 - TD Bank Checking	0.0%
1033 - TD Bank MM	-100.0%
1050 - Petty Cash	0.0%
<b>Total 1000 - Cash</b>	<u>30.69%</u>
1030 - FSA (South State Bank)	-20.21%
<b>Total Checking/Savings</b>	<u>30.25%</u>
<b>Accounts Receivable</b>	
1100.01 - Accounts Receivable	
1130.01 - A/R Foundation	-100.0%
1130.02 - A/R MOA	-0.94%
1140 - Club Racing	252.5%
1199.01 - Other	18,786.94%
1100.01 - Accounts Receivable - Other	-16.76%
<b>Total 1100.01 - Accounts Receivable</b>	<u>81.2%</u>
<b>Total Accounts Receivable</b>	81.2%
<b>Other Current Assets</b>	
<b>1200 - Investments</b>	
1205 - Merrill Lynch	3.14%
1210 - State Street Research Fund	0.36%
1810 - Investment - BMW AG	-22.83%
<b>Total 1200 - Investments</b>	<u>-7.2%</u>
<b>1300.01 - Inventory</b>	
1305.01 - Club Logo Merchandise	
1305.05 - Oktoberfest Club Logo Merch	-100.0%
1305.96 - Club Racing Logo Merch	-12.92%
1305.01 - Club Logo Merchandise - Other	49.4%
<b>Total 1305.01 - Club Logo Merchandise</b>	<u>40.95%</u>
1306 - Promotional Merchandise	100.0%
1300.01 - Inventory - Other	0.0%
<b>Total 1300.01 - Inventory</b>	<u>54.49%</u>
<b>1400.01 - Prepaid Expenses</b>	

**BMW Car Club of America, Inc.**  
**Balance Sheet Prev Year Comparison**  
As of December 31, 2018

	<b>% Change</b>
1405 · Prepaid Insurance	-18.17%
1410 · Prepaid Federal Income Taxes	-47.35%
1411 · State Prepaid Taxes	69.67%
1412 · Prepaid Event Expense	
1412.05 · Prepaid Ofest Event Exp	-57.66%
1412.96 · Prepaid Club Racing Event Exp	-72.33%
1412 · Prepaid Event Expense - Other	-13.32%
Total 1412 · Prepaid Event Expense	-26.9%
1415 · Other Prepaid Expenses	-32.49%
1400.01 · Prepaid Expenses - Other	100.0%
Total 1400.01 · Prepaid Expenses	-24.05%
 Total Other Current Assets	 5.51%
 Total Current Assets	 27.23%
 Fixed Assets	
1500 · Fixed Assets	
1501 · Land	100.0%
1505 · Building	-100.0%
1510 · Equipment	4.5%
1515 · Furniture & Fixtures	-100.0%
1520 · Database	100.0%
1599 · Fixed Assets in Progress	956.15%
Total 1500 · Fixed Assets	178.34%
1550 · Accumulated Depreciation	
1555 · Accum. Depr. - Building	100.0%
1560 · Accum. Depr. - Equipment	-1.68%
1565 · Accum. Depr. - Furn. & Fixt.	100.0%
1570 · Accum. Depreciation - Database	-100.0%
Total 1550 · Accumulated Depreciation	43.99%
 Total Fixed Assets	 637.03%
 Other Assets	
1600.1 · Suspense	3,760.9%
1700 · Certificates of Deposit	
1700.01 · Chelsea Financial Accr.Interest	-96.02%
1700.03 · CD - HSBC Bank-Purch.2013	-100.0%
1700.06 · CD - First Financial Bank-USA	0.0%
1700.07 · CD - Sallie Mae Bank	-100.0%
1700.08 · CD - Benton State Bank	0.0%
1700.10 · CD - JP Morgan Chase Bank	0.0%

**BMW Car Club of America, Inc.**  
**Balance Sheet Prev Year Comparison**  
As of December 31, 2018

	<b>% Change</b>
1700.13 · CD - CIT Bank	-100.0%
1700.14 · CD - GE Capital Bank	-100.0%
1700.15 · CD - HSBC- Purch. 2015	-100.0%
1700.16 · CD - First Nat'l BK of AMER	0.0%
1700.17 · CD - BOFI Federal	0.0%
1701 · CD-Homestreet Bank	-100.0%
1702 · CD - AMEX	0.0%
1703 · CD - XCEL FCU	-100.0%
1714 · CD - Southern First H. Fisher	0.0%
1743 · CD - Key Bank	-100.0%
<b>Total 1700 · Certificates of Deposit</b>	<b>-56.69%</b>
 1999 · FSA funds held at Data Path	 0.0%
<b>Total Other Assets</b>	<b>-55.49%</b>
 <b>TOTAL ASSETS</b>	 <b>17.27%</b>
 <b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000.01 · Accounts Payable	-15.01%
<b>Total Accounts Payable</b>	<b>-15.01%</b>
 <b>Other Current Liabilities</b>	
2100.01 · Deferred Revenues	
2105.01 · Deferred Membership Dues	8.99%
2110.01 · Deferred Mailing Fees	6.32%
2170 · Deferred Revenues-Dealerships	
2170.01 · Def Rev-Dealerships-Northwest	0.0%
2170.05 · Def Rev - BMW El Cajon	0.0%
2170.06 · Def-Rev Jake Sweeney BMW	0.0%
2170.07 · Def-Rev Tom Bush BMW	-95.68%
2170.08 · Def-Rev BMW of Mobile	-1.77%
2170.09 · Def Rev BMW of Akron	100.0%
2170.10 · Def Rev Critz BMW	100.0%
2170.11 · Def Rev- BMW of Fort Lauderdale	100.0%
<b>Total 2170 · Deferred Revenues-Dealerships</b>	<b>93.06%</b>
2100.01 · Deferred Revenues - Other	-100.0%
<b>Total 2100.01 · Deferred Revenues</b>	<b>8.53%</b>
 2101 · Payroll Liabilities	
2102 · Accrued Vacation and Comp Time	-16.09%
<b>Total 2101 · Payroll Liabilities</b>	<b>-16.09%</b>

**BMW Car Club of America, Inc.**  
**Balance Sheet Prev Year Comparison**  
As of December 31, 2018

	<u><b>% Change</b></u>
<b>2200 · Payroll Tax Liabilities</b>	
2205 · Withheld Income Taxes	-100.0%
<b>Total 2200 · Payroll Tax Liabilities</b>	-100.0%
2201.01 · Sales Tax Payable	-100.0%
2250 · Raffle Prizes Payable	0.0%
2280 · Payroll Benefits Withheld	-332.49%
<b>2400 · Accrued Expenses</b>	
2405 · Accrued Payroll	100.0%
2420.01 · Accrued Membership Bucks Pay.	-15.43%
2400 · Accrued Expenses - Other	100.0%
<b>Total 2400 · Accrued Expenses</b>	708.0%
2601 · FSA Funds Held for Employees	-31.5%
2700 · South State Bank Loan	100.0%
<b>Total Other Current Liabilities</b>	21.63%
<b>Total Current Liabilities</b>	19.88%
<b>Total Liabilities</b>	19.88%
<b>Equity</b>	
3001 · Opening Bal Equity	0.0%
3900 · Retained Earnings	-54.64%
Net Income	147.77%
<b>Total Equity</b>	11.45%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>17.27%</b>



BMW Car Club of America  
Darlene Doran  
Secretary  
17015 E Dorado Cir  
Centennial, CO 80015-3015  
303.710.1997  
secretary@bmwcca.org

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

**Date:** March 1, 2019

**Subject:** Secretary Pre-Meeting Report

**Expenses:**

- Tennessee Secretary of State– \$110.94 (Filing Fee)  
River City Bimmers Corporate Status Reports
- Michigan Secretary of State - \$200.00 (Filing Fee)  
Michiana Chapter BMW Corporate Status Reports
- Connecticut Secretary of State - \$50.00 (Filing Fee)  
Connecticut Valley Corporate Status Report
- Kentucky Secretary of State - \$15.00 (Filing Fee)  
Bluegrass Bimmers Corporate Status Report

**Planned Travel:**

- Board Meeting & Annual Meeting, Greenville, SC  
March 28-31, 2019 - \$613.00 (Flight)

**Drafts & Finalize Board Minutes:**

November 2-3, 2018 Board Meeting Minutes

January 15, 2019 Conference Call Minutes

February 11, 2019 Conference Call Minutes

February 20, 2019 Conference Call Minutes

*Operations Manual*

Several revisions

Finalized New Operations Manual

Recommendations and Best practices for BMW CCA website toolbox

*Chapter Corporate Status*

Monthly SOS status for submission of annual reports  
Filed Corporate Status Reports for  
River City Bimmers  
Michiana Chapter BMW  
Connecticut Valley Chapter  
Bluegrass Bimmers

**Discussion Topics:**

Election Vetting Committee  
Dues Increase  
Distribution of Funds to Chapters  
Regional Newsletter status

Respectfully submitted  
Darlene Doran

**Official BMW Club**

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

**Date:** March 3, 2019

**Subject:** North Atlantic RVP Pre-Meeting Report  
Q1 BOD Meeting Greenville March 30, 2019

**Travel & Expenses:**

- Q4 BOD/DEC/RPC Meetings Dallas Nov 1-4 2018 \$496 (Flight only)
- FSC Meeting Ellenton, FL Nov 13 2018 \$0
- FSC Annual Dinner/Meeting Sebring, FL Jan 12 2019 \$0
- Daytona CCA Corral Jan 25-27 2019 \$0

**Planned Travel:**

- Q1 BOD Meeting Greenville Mar 2019 \$474 (Flight only)

**RVP Discretionary Funds:**

- Patroon Chapter \$300 for Vintage at Saratoga
- Mountain State \$200 for VW state-wide meeting

**Newsletter Delinquencies:**

- None

**Chapter on Probation:**

- None

**Relevant Notes:**

Conducted Region Chapter call November 28 2018. Topics of discussion: Start submitting Charity Matching Funds now, New database updates, In depth discussion about per member insurance policy implementation, Regional Newsletters.

Conducted Region Chapter call January 14 2019. Topics of discussion: Chapter filing deadlines, Regional event calendar entry deadline for North Atlantic, Mentioned the new BMW CCA office location, Promoted Recognition Program, discussion of proposed by-law change, and date change for insurance implementation.

Participated in the Recognition Program phone conference Nov 29 as the Board liaison and assisted Ian Branston with the OPS Manual and CCA Website changes for the program.

Continuing talks with Mountain State and NCC to merge to alleviate compliant issue struggles for the smaller chapter to align with the Strategic Plan to grow the club and make it stronger.

Assisted several chapters with finding ways to fill empty officer positions.

Continued to assist Tim Beechuk and Darlene Doran with the OPS manual clean-up via internet, emails and phone calls.

Mountain State Chapter is holding a state-wide meeting in March to bring together all of the area governors.

In order to maintain compliancy and assist the current Pocono Chapter President, Mike Miller has taken over as the Pocono Chapter Newsletter Editor and brought out the first renamed newsletter in Jan 2019.

Requested Regional Status for Vintage @ Saratoga on BOD Call Feb 20, 2019 so they could get their Roundel advertising moving forward.

Continued to assist chapters to ensure their corporate status is up to date per their state requirements and explained again why this is so important.

Assisted at BMW CCA Hospitality during the Rolex 24 in Daytona and represented PVGP with trophy presentations to BMW NA, Bill Auberlin and Mike Renner for their help in raising over \$126K for the Pittsburgh charities.

**Discussion Topics:**

Celebration of CCA 50 years in New England area 2019?  
Respectfully submitted,  
Lou Ann Shirk









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

BMW Car Club of America  
Tim Beechuk  
North Central RVP  
Tel: 513.604.2398

**Subject:** North Central RVP 1st Quarter 2019 Pre-meeting Report

**Travel:**

Completed Travel:

Board mtg. – Dallas, TX – 11/3/19 \$406.80

Planned Travel:

Board mtg. – Greer, SC – 3/30/19

IMSA / Buckeye Corral – Mid Ohio – 5/4,5/19

Passion Opening(Foundation show) – Greer, SC – 5/17/19

The Vintage – Hot Springs, NC – 5/18/19

**Other:**

Continued work with chapters to resolve held distributions due to newsletters.  
The occasional Street Survival Event

**Regional Events:**

Regional Chapter Presidents' conference call: 11/28/18, 1/24/19

Respectfully,  
Tim Beechuk





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

Jeff Cowan  
Pacific Region VP  
17507 Skyline Blvd  
Woodside, CA 94062  
650.283.4938  
[pacificrvp@bmwcca.org](mailto:pacificrvp@bmwcca.org)

Date: March 18, 2019

Subject: Pacific Region 1st Quarter Pre-Meeting Report, 2019

Travel Completed:

- Board meeting and DEC Conference, Dallas, Nov 2-4, Flight: \$275
- GGC HPDE, Thunderhill, Nov 10-11. \$0
- Sonora Chapter Holiday Party, January 27, Flight: \$276
- LA Chapter Holiday Party, February 17, Flight: \$263

Planned Travel:

- San Diego/LA Chapter HPDE Buttonwillow, March 23-24, \$0
- Greenville Board Meeting, March 29-31, \$560

Discretionary Funds Requested/Dispersed:

- None

Regional Calls Completed/Upcoming:

- Completed: February 5, 2019
- Upcoming: May 7, August 6, November 5

Chapter Compliance Issues:

- Newsletters: We are giving all chapters a pass while working toward the Regional Newsletter
- Websites offline: Hawaii (they are working with Tech Committee)

Other Updates or New Business:

- Waiting to learn about the new process for Heritage.
- Hoping we get some meaningful work done on redistribution of funds and club organization of the future.





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

**Date:** 3/7/19

**Subject:** South Central RVP Pre-Meeting Report  
- Q1 BOD Meeting, Greenville, SC March 29-30, 2019

BMW Car Club of America, Inc.  
Jeff Gomon  
South Central RVP  
3130 Jasper Ct  
Lincoln, NE 68516-1635  
(402) 613-6914  
southcentralrvp@bmwcca.org

**Travel & Expense:**

- Q4 BOD/DEC Meetings in Dallas, TX Nov 1-4, 2018 - \$640.60 (Flight Only)
- New Mexico Chapter visit, Albuquerque, Feb 19-22, 2019 - \$961.51 (Mileage and Hotels)

**Planned Travel:**

- Q1 BOD Meeting, Greenville, SC March 29-30, 2019 - \$343.50 (Flight only)

**RVP Discretionary Funds:**

- Flat Out Classic Regional Driving School - \$500

**Newsletter Delinquencies:**

- As of 2/18/19 Report – NONE

**Chapter on Probation:**

- New Mexico Chapter (*provisional probation as chapter rebuilds*).

**Relevant Notes:**

- Responded to numerous calls and emails from numerous chapter leaders/members asking for clarification of the proposed by-law change concerning term limit. Questions centered around a club wide negative e-mail campaign sent out from Windy City BMW CCA members. Many hours of time spent on this topic.
- Participated for 3 months plus in weekly conference calls as a Board liaison to the BMW CCA Foundation. Helped plan for and procure cars for the upcoming PASSION display at the Museum celebrating the clubs' 50<sup>th</sup> anniversary.
- Worked with the National Office and Club Secretary to assist the New Mexico chapter with incorporation of their chapter after most of their board resigned. Many phone calls and emails between the Chapter President and Chapter Treasurer attempting to return the chapter to compliance resulted in me visiting the chapter in person after sending out a chapter wide letter asking for volunteers to fill required positions or they would lose their charter. The letter and visit were successful as a large turnout of members at their annual meeting resulted in a new board, new volunteers and a clear path to both incorporation and compliance.
- Responded to numerous chapter leaders across the entire club after a club wide negative e-mail campaign originating from a resigned New Mexico Chapter member was sent. I received many calls and emails so I drafted a detailed response to all those who received the original message. Many hours were spent on this issue, taking time away from regular club business goals.
- Worked with Kansas City Chapter leadership on sensitive matters as they bring new leadership to their board and execute annual elections.
- Spoke with Rocky Mountain Leadership about their growing pains as they bring new volunteer leadership onto their successful Driving Events committee. I continue to remain in contact as we plan joint regional events for 2019 both for Spring and Fall.
- Flat Out Classic 6 planning is moving forward smoothly. Partner chapters, Kansas City, Great Plains, Sunbelt and NCR's St. Louis have secured Ross Bentley for the weekend event.

- Sent out reminder emails for Charity Matching fund deadlines, Recognition Committee submissions and most recently the deadlines for chapter forms.
- Discussed with chapters the new insurance policy implementation, new rates for events and how it affects the monthly chapter rebate amount.
- Shared my copy of Pacific Regions' Heritage Newsletter and received great feedback with those who saw it in person and not just a .pdf copy.
- Worked with the National Board as we proof read, made changes and voted on the new Ops Manual working toward a final draft.
- Participated in required national board conference calls and held regional calls.

**Discussion Topics:**

Regional newsletter  
Chapter incorporation and compliance  
Event insurance  
Strategic plan  
Discussion of dues increase.

Respectively submitted,  
Jeff Gomon



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

Date: March 11, 2019

Subject: South Atlantic RVP Pre-Meeting Report  
Q1 BOD Meeting, Greenville, SC - March 28-31, 2019

BMW Car Club of America  
Dwayne Mosley  
South Atlantic  
Regional Vice President  
3431 N. Industrial Dr  
Simpsonville, SC 29681  
864-735-7246

Travel & Expenses:

Raffle Drawing in Augusta, GA – October 27 - \$0  
DEC Conference – Dallas – November 1 – 5, 2018 - \$603  
Daytona – Hot Laps and Corral – January, 2019 - \$0

Planned Travel:

Sebring Race – March, 13-17, 2019 - Hot Laps w Performance Center Drivers - \$0  
- Promote BMW CCA  
Attend a Tarheel area BMW CCA meeting in Raleigh, NC – March 19 - \$0  
1<sup>st</sup> Quarter BOD meeting in Greenville – March 28/29-31 - \$375 mixed travel  
Sandlapper BOD meeting in Columbia, SC March 31 - \$0

RVP Discretionary Funds:

None this Quarter

Newsletter Delinquencies: Working with the chapters on these.

Relevant Notes:

Still talking to chapters that are discussing mergers  
Arranged a Sandlapper Location for Christmas Party & Helped manage  
Emailed chapter reminder for events to Regional Calendar, Newsletter  
delinquencies, submissions for Recognition Committee

Respectively submitted,  
Dwayne Mosley







BMW Car Club of America  
 Frank C. Patek, II  
 Executive Director  
 640 South Main Street, Ste 201  
 Greenville, SC 29601  
 864-250-0022  
 frank\_patek@bmwcca.org

Re: March 30, 2019 Greer, South Carolina

#### **DATABASE/WEBSITE/OPERATIONS**

The new database has been installed and we are deep into the debugging stage and preparing for some exciting rollouts that will make interactions with our membership better will permit us some fun and liberties that were heretofore not possible.

We moved into our new headquarters in January and to date renovation work continues. Work slowed for a period after our initial move, but as Spring has finally come to the Upstate work has begun again. The MOA is about to occupy their wing of the upstairs. As they do so, we can turn our attention to the common areas, the Executive Board room and store. Perhaps most exciting is our negotiation to bring a club partner and national retailer into the building. The result would be increased traffic and exposure for the club, rental income and a unique opportunity for our members.

We are pleased to now be in close physical proximity to our friends and family at the BMW CCA Foundation. There are many synergies to explore that can and will benefit both entities. Over the last decade the club has contributed financially to the Foundation to help offset the expense of memberships purchased by the Foundation for Street Survival Students. Each membership purchased results in \$15.30 of income to those chapters participating in Street Survival. The chart below reflects the clubs direct support of the Foundation between 2010 and 2019. Note that as our available set a side revenue decreased during the same period unfortunately so did our ability to give. However, we can be proud that our net giving during this time resulted in a gain to the Foundation of \$125,124.58.

<b>Year</b>	<b>Payments to FD</b>	<b>Payments made by FD</b>	<b>Net</b>
2010	\$ 22,152.50	\$ 20,704.00	\$ 1,448.50
2011	\$ 58,014.27	\$ 24,131.50	\$ 33,882.77
2012	\$ 50,768.07	\$ 6,934.93	\$ 43,833.14
2013	\$ 62,340.56	\$ 34,897.95	\$ 27,442.61
2014	\$ 61,501.39	\$ 33,040.00	\$ 28,461.39
2015	\$ 31,010.19	\$ 25,668.00	\$ 5,342.19
2016	\$ 31,741.13	\$ 27,050.00	\$ 4,691.13
2017	\$ 14,149.42	\$ 25,555.00	\$(11,405.58)
2018	\$ 11,410.43	\$ 19,982.00	\$ (8,571.57)
	<u>\$ 343,087.96</u>	<u>\$ 217,963.38</u>	<u>\$125,124.58</u>

My last report focused quite a bit on the dimming economic outlook for what was left of 2018 - which worsened by year end – and how that might further exacerbate our numbers for 2019. As I write this report the outlook has not improved. While the stock market has mostly recovered the FED just announced it will not increase interest rates for the remainder of 2019. While normally such an announcement should be viewed as positive this is not the case as the freeze in rates is the result of lowered projected

economic growth. Compounding the pressures we face is leaked information from the White House that the President believes he now has reason to raise tariffs on luxury cars imported from Europe. If this action occurs, it is reasonable to believe BMW will limit and/or cease their ongoing investment in North America. The ensuing “political” fight over such an action will have repercussions for the club. These are troubling signs, but ones over which we have no control.

We do, however, have the ability to exercise control over how we conduct business and ourselves. It is up to this group to determine if it will exercise the leadership entrusted to it by our members. It is ours to decide if we will re-shape our business model for the 21<sup>st</sup> century or perish while fighting to hold onto a 19<sup>th</sup> century business model because the loudest amongst us prefer moribundity to progress. It is not bad economic times or trade wars that pose the greatest threat to our future, rather it is we who threaten our future. As Walt Kelly’s “Pogo” once quipped; “we have met the enemy and they are us”.

Change is an unhappy thing, and it is not unusual for all of us at some point to prefer the status quo over the unknown. In our personal lives it is our choice and prerogative to resist change, to stagnate and allow the sands of time to shift from under our feet. None of us have the right to assign a similar fate to the Club. Unfortunately, that seems to be the desire of some. Over the last year I have watched the actions and read the words of those – past officers included, who have purposely striven to undercut the work of the Board and staff. They have done so, occasionally in public, but most often clandestinely by circulating e mails filled with innuendo, falsehoods and ill will designed to lead the reader astray. Now, I could be persuaded to believe that some were well intended but misinformed individuals. However, well intentioned individuals rarely find it necessary to work in dark corners. The well-intentioned persons ask questions before blindly issuing criticism.

The long line of nonsense that began with accusations against the Board and staff of ageism, racism and sexism and then continued through the Pittsburgh Ofest with charges of “ball dropping” were unfounded, defamatory and ridiculous, yet somehow not enough for some. As the year progressed one set of chapter officers decided that rather than protect their chapter by incorporating they would invent a phony squabble with the national office, so they could close the chapter and re-open it as a local club. Not to be outdone yet another past officer of the club decided to attack the Board over a proposed by-law change. Without every once asking a current board member or myself the reasoning, which was provided in the written notification of the suggested change. That past officer, and others, derided the board as “elitists” attempting to “protect their perks”. Passage of the change by an 80% + margin of the club only served to intensify the attacks. This uncivil behavior has only served to frustrate, annoy and exhaust the good will of many of our members. It has caused my inbox and voice mail to be filled with complaints from members about the rancid politics that have seized the club. 99.99999% of our members join the club for fun. They have no interest in how things were done 50, 40, 30, 20 10 and 5 years ago. Seldom do they concern themselves with what happened yesterday. What they do know is that they do not need to spend \$48/year to have their inboxes filled with vitriol and that they can just as easily go elsewhere to share their BMW passion. Some people, as they have told me, believe being a leader in this club means accepting “crap” from members. That person is W R O N G. Being a leader in this club means working ones butt off day in and day out to provide a membership experience that our members both want and deserve. Personally, I find great pleasure and joy in my position. Yes, it is true that I have the benefit of being paid and know well those who believe it is my duty to deal with crap. Our volunteers nationally and locally deserve far better from everyone who is a part of the club.

As asinine and damaging as the above has been over the last year, nothing topped the nonsense meter in the same manner as our recent election. I am loathe to discuss this here, but ultimately I believe the matter to be so grave that it cannot go without comment. A small but vocal and very active group within the Club decided that their representation at the national level was insufficient to their specific needs and the only remedy was to obtain “their own” seat on the Board. A seat intended to represent thousands, now dedicated to the specific interests of hundreds. To be certain my words are not a cautionary tale about the person elected and yet to be tested by the trials of a difficult position. Rather, we should all be concerned at this - the worst example of the splintering of the club. Actions was of personal whim and recklessness must not be allowed to risk the future of the club. For the good of the organization this nonsense must stop. The bickering, backbiting and clinging to the past are hurting us and could well end our club.

I reiterate below my ten suggestions to move the club forward:

The time is now. The decisions are yours.

1. Regionalization of Services
2. Regionalization of Activities
3. Regional Directors
4. Modernization of Events

5. Responsiveness to Members
6. End of Fiefdoms
7. Rollout complete by end of first quarter 2019
8. Enactment no later than second quarter of 2019
9. Coordinated promotional/publicity program advocating the superiority of our HPDE programs over Joe's Bait and Driving School for \$99, BMW CCA Club Racing to everyone – including our chapters and the Club and what and who we are to the BMW world
10. Modernize how we bill for insurance.

### **BMW CCA Media**

Recent conversations with BMW NA have highlighted the need to accelerate our way into expanded media platforms. Unless, we can expand beyond our 70,000-person strong readership of Roundel we will soon be irrelevant in the modern media market. Our electronic presence must expand and do so quickly.

### **OPERATIONS**

#### **RAFFLE**

Our raffle will feature a Club Branded M4 CS from our friends as BMW NA and a club modified M2 from our friends at Dinan.

#### **OKTOBERFEST 2019**

Ofest will begin Tuesday October 15<sup>th</sup>, following Petit Le Mans, and will officially conclude on Saturday evening October 19<sup>th</sup>. The host hotel in Greenville will be the Hyatt downtown. Unfortunately, there will be not be an HPDE/Club Race program in conjunction with this Ofest. Although, both Peachtree Chapter and the national club were in favor of hosting both events the cost of track rental and an extended minimum rental period exceeded reasonable expectations. Ofest 2019 will include the following activities:

Opening Night Dinner and a Show  
 Concours and Show on Main Street  
 Dinan Beer Garden  
 Half Day Driving Experience and Lunch at the Performance Center  
 Charity Hot Laps at the Performance Center  
 AutoX  
 Michelin Drive and Compare  
 Festival at the Performance Center  
 "Passion" at the Foundation  
 Grand Opening and Car Show at the BMW Car Club of America Headquarters  
 Closing Dinner at Eagle Mountain Vineyard and Winery

#### **International Council Meeting 2019**

BMW CCA will host the 2019 meeting of the International Council of BMW Clubs in conjunction with Pazific Ezcapades. The host hotel will be the La Quinta Resort and Spa in La Quinta, California. BMW CCA, our Pacific Region chapters and the BMW MOA will co-host a BMW Car and Motorcycle show on Saturday evening September 21 in Old Town La Quinta.

#### **OKTOBERFEST 2020**

### **REGIONAL EVENTS**

#### **AFFINITY/MEMBER BENEFIT PROGRAMS**

#### **NOMINATION FOR "FRIEND OF THE MARQUE"**

Submitted.

## HPDE INSURANCE 2019 Per Lockton Affinity

### Participant Insurance Program:

We recently executed a new agreement, extending our long-term partnership and support of BMW CCA. In 2018 we significantly increased our sponsorship cost to \$15,000 annually, and we will continue with that amount in 2019. Working with Chris, we made some slight alterations to the marketing deliverables included in the agreement which we expect to drive more activity.

Our web development team is making steady progress on our new website, but our timeframe for launch has been pushed back. Our original planned launch for early March was delayed until late-April, but we are concerned with launching a new website during one of the peak months of the HPDE season. For this reason, we will push back our launch until July (a typically slow month for HPDE activity). As I mentioned in a previous update, we're excited to offer a new simplified application and purchase process that will cut the purchase process in half for our typical customer. We recognize no one enjoys buying insurance, and we know our customers will be excited if they can purchase peace of mind even faster. Finally, we are waiting on a final approval from our underwriter on a new feature that has the potential to deliver a solution to one of the most common requests we see from customers. More to come on this soon!

### BMW CCA National/Event Liability Insurance:

Fortunately, we were able to negotiate a flat renewal for BMW CCA's Event Liability insurance. Our account management team is currently working on renewing the remainder of BMW CCA's policies. The only notable change at the moment is the need to find a new carrier to provide Workers' Compensation coverage. The incumbent carrier had concern about the potential for BMW CCA employees to be involved in activities at racetracks, and they decided to non-renew coverage. Fortunately, our team was quickly able to find another insurer that did not have this concern; on the plus side, the new insurer has lower rates!

We are excited to continue our partnership with BMW CCA in 2019, and are committed to serving the National Office, Chapters, and members. If you have any questions or would like to discuss anything further, please let me know.

Thanks,

Ryan Staub

VP - Motorsports Practice Leader

## BMW CCA HPDE Insurance Production

as of 4/18/18

2016		
Month	# of single event policies sold	Revenue to BMW CCA
Jan-16	6	27.04
Feb-16	7	38.42
Mar-16	50	237.34
Apr-16	123	508.76
May-16	128	602.34
Jun-16	196	868.26
Jul-16	47	206.38
Aug-16	112	460.12
Sep-16	226	1004.46
Oct-16	66	271.62
Nov-16	36	189.36
Dec-16	0	0

2017		
Month	# of single event policies sold	Revenue to BMW CCA
Jan-17	0	0
Feb-17	12	66.74
Mar-17	138	621.22
Apr-17	80	331.56
May-17	98	445.22
Jun-17	177	761.34
Jul-17	87	390.2
Aug-17	81	351.9
Sep-17	216	967.34
Oct-17	107	469.12
Nov-17	52	268.68
Dec-17	3	9.18

2018		
Month	# of single event policies sold	Revenue to BMW CCA
Jan-18	7	26.6
Feb-18	4	18.86
Mar-18	89	370.2
Apr-18	118	2,500
May-18	107	2,500
Jun-18	188	2,500
Jul-18	74	2,500
Aug-18	130	2,500
Sep-18	168	2,500
Oct-18	-	0
Nov-18	-	0
Dec-18	-	0

Annual / multi-event policies	127	2,987.48
<b>Total</b>	<b>1124</b>	<b>\$7,401.58</b>

Annual / multi-event policies	90	1,927.42
<b>Total</b>	<b>1141</b>	<b>\$6,609.92</b>

Annual / multi-event policies	61	-
	-	
<b>Total</b>	<b>946</b>	<b>\$15,415.66</b>

#### Current breakout of membership by term.

This data is accurate as of August 31, 2018 & February 28, 2019:

Membership Term	Primary Members	Associate Members	Total
1 Year	35,008	4,033	<b>39,041</b>
2 Years	8,236	1,104	<b>9,340</b>
3 Years	11,141	1,703	<b>12,844</b>
4 Years	401	71	<b>472</b>
5 Years	2,735	476	<b>3,211</b>
Lifetime	910	219	<b>1,129</b>
	<b>58,431</b>	<b>7,606</b>	<b>66,037</b>

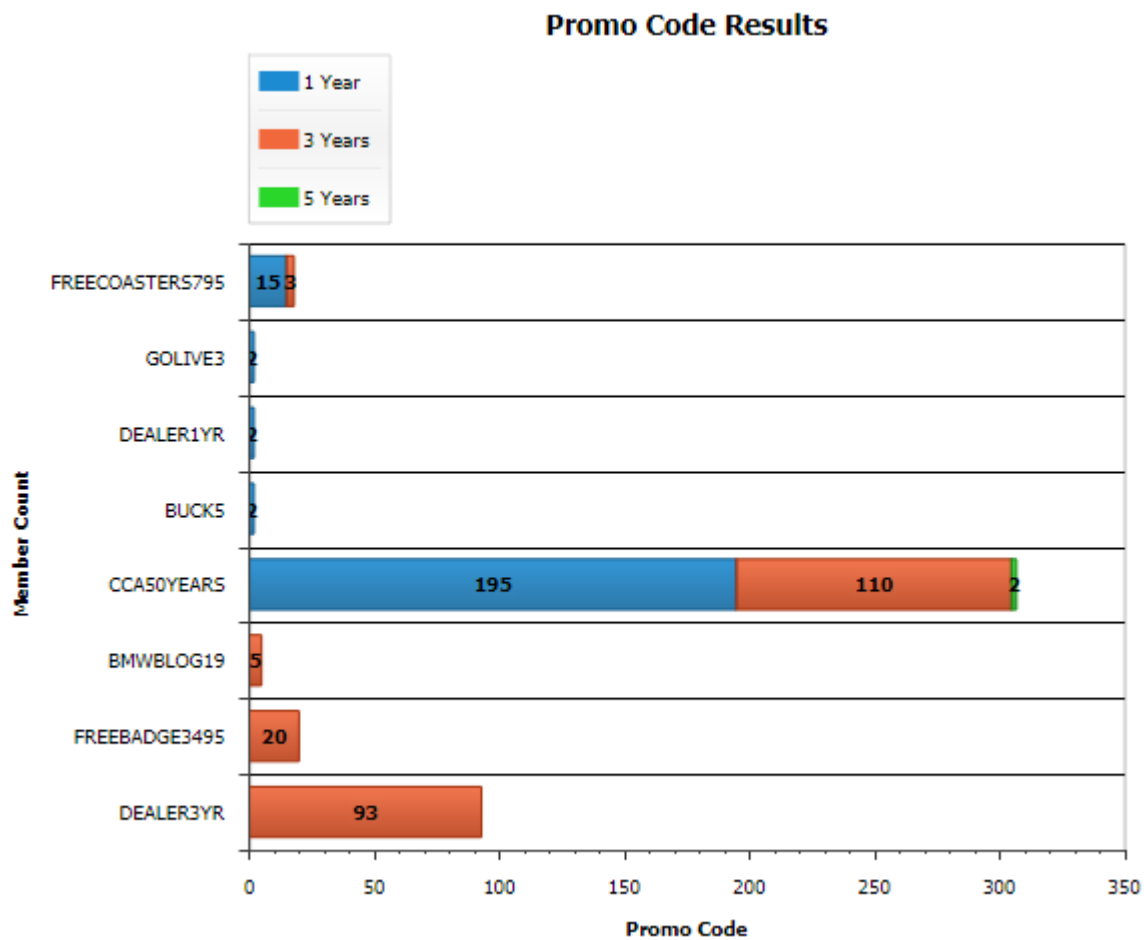
Membership Term	Primary Members	Associate Members	Total
1 Year	32,716	3,739	<b>36,455</b>
2 Years	7,227	985	<b>8,212</b>
3 Years	14,370	1,857	<b>16,227</b>
4 Years	381	65	<b>446</b>
5 Years	2,705	489	<b>3,194</b>
Lifetime	911	220	<b>1,131</b>
	<b>58,310</b>	<b>7,355</b>	<b>65,665</b>

Source	Total	Current	Lapsed	2015	2016	2017	2018	2019
Bimmer Magazine	2,341	993	1,348	92	105	179	164	49
bimmerlife.co	109	86	23	0	0	10	51	25
BMW CCA Website	7,890	3,187	4,703	327	399	441	815	159
BMW Center	5,257	2,388	2,869	222	263	280	816	293
BMW Performance Center	1,882	951	931	109	107	179	317	93
BMWBlog.com	567	358	209	39	44	35	145	68
BMWCar Mag UK by Unity Media	38	15	23	1	0	1	0	1
Car and Driver Magazine	658	311	347	28	30	40	85	24
Classic MotorSports	83	41	42	6	1	8	13	7
CPO Sample Roundel	202	81	121	8	5	4	7	0
Facebook	1,008	525	483	54	58	91	215	78
GrassRoots Magazine	290	136	154	16	19	26	30	10
Independent Shop/Dealer	1,723	741	982	60	77	104	254	71
Link from Another Website	2,264	1,035	1,229	98	97	129	330	125
National Aftersales Conference	8	4	4	0	2	0	1	0
Performance BMW Mag UK Unity	13	4	9	0	0	0	3	0
Radio Ad	17	7	10	0	1	0	2	1
Referred by BMW CCA Member	7,752	3,668	4,084	408	475	573	1,092	373
Search Engine	3,184	1,484	1,700	140	165	219	521	180
Sports Car Market Magazine	137	73	64	7	4	9	15	11
Television Ad	15	6	9	0	1	1	1	1
Ultimate Benefits Program	50	50	0	0	0	0	27	22
Word of Mouth	20,753	8,153	12,600	764	864	989	2,171	586
	<b>56,241</b>	<b>24,297</b>	<b>31,944</b>	<b>2,379</b>	<b>2,717</b>	<b>3,318</b>	<b>7,075</b>	<b>2,177</b>

01/19 - 03/19

Since the start of the year 1974 members have opted for a 3 or 5-year membership (M Color Badge).

March 2019 Lapsed Membership Offer CCA50Years pulled back 307 members.





10/30/2018

BMW Car Club of America  
640 South Main St, Ste 201  
Greenville, SC 29601-2564

To: BMW CCA Board members, Executive Director  
From: Steven Schlossman  
Subject: Chapter Services

## SIGs

	SIG	website	Contact
no reply	First Fives - The BMW E12 Registry	<a href="http://firstfives.org">firstfives.org</a>	Peter D. Florance
no reply	CS Register	<a href="http://www.e9coupe.com">www.e9coupe.com</a>	Tod Bryant
renewed	BMW Compact Club	<a href="http://318ti.org">318ti.org</a>	Steven Schlossman
no reply	Club Racing	<a href="http://bimmers.com/clubracing">bimmers.com/clubracing</a>	Filippo Morelli
no reply	Z8 Club E.V.	<a href="http://bmwz8.us">bmwz8.us</a>	Andrew MacPherson
no reply	E30 M3 Register	<a href="http://bimmers.com/m3">bimmers.com/m3</a>	Filippo Morelli
renewed	M1 Register	<a href="http://www.bmw1.org">www.bmw1.org</a>	Mike Ura
renewed	1600/2002 Cab		Carl O. Nelson
renewed	Z Series Car Club of America (ZSCCA)	<a href="http://zscca.org">zscca.org</a>	Eric V Peck
renewed	Can-Am Alpina Club	<a href="http://alpina.ca">alpina.ca</a>	Craig Dellandrea
renewed	BMW Vintage Club of America	<a href="http://bmwvintage.org">bmwvintage.org</a>	Tom Graham

## Newsletter Status

**Note:** Logging of newsletters has no correlation to whether a newsletter was mailed to members. Nor does the dates reflect when a newsletter was distributed. The date is when I logged it. A Fall issue can be logged in as March.

North Atlantic	Last Issue	Days
Allegheny	9/24/2018	180
Boston	2/15/2019	36
CT Valley	12/18/2018	95
Delaware Valley	12/12/2018	101
Genesee	12/19/2018	94
Green Mountain	2/19/2019	32
Mountain State	2/14/2019	37
New Jersey	3/2/2019	21
New York	1/1/2019	81
Nittany Bimmers	2/8/2019	43
Patroon	1/23/2019	59
Pinetree	2/19/2019	32
Pocono Mountain	2/21/2019	30
Trillium	12/30/2018	83
White Mountain	2/19/2019	32
today	3/23/2019	

North Central	Last Issue	Days
Badger Bimmers	3/22/2019	1
Bluegrass	10/25/2018	149
Buckeye	2/28/2019	23
Hoosier	2/26/2019	25
Illini	2/26/2019	25
Iowa	2/27/2019	24
Michiana	10/21/2018	153
Motor City	2/18/2019	33
North Star	12/26/2018	87
Northern Ohio	2/26/2019	25
St. Louis	2/25/2019	26
Windy City	2/27/2019	24
today	3/23/2019	

Pacific	Last Issue	Days
Central CA	12/19/2018	95
Golden Gate	12/19/2018	94
Hawaii	12/19/2018	94
Inland Empire	12/19/2018	94
Los Angeles	1/30/2019	52
Oregon	12/19/2018	94
Puget Sound	1/15/2019	67
-	-	-
Roadrunner	2/5/2019	46
Sacramento	12/21/2018	92
San Diego	1/15/2019	87
Sierra	12/19/2018	94
Sin City	12/19/2018	94
Sonora	12/19/2018	94
today	3/23/2019	

South Atlantic	Last Issue	Days
Bayou	2/14/2019	37
Blue Ridge	1/21/2019	81
Choo-Choo	11/29/2018	114
Everglades	1/18/2019	64
First Coast	4/14/2018	343

South Central	Last Issue	Days
Houston	1/17/2019	88
Kansas City	12/11/2018	102
Lone Star	1/10/2019	72
Great Plains	2/28/2019	23
New Mexico	1/2/2019	80

Non-Geo	Last Issue	Days
E31	1/16/2019	67
E30	6/22/2018	275

Gulf Coast	9/25/2018	179
Heart of Dixie	1/4/2019	73
National Capital	3/1/2019	22
Old Hickory	3/9/2019	14
Peachtree	1/30/2019	52
Puerto Rico	1/11/2019	71
River City	5/4/2018	323
Sandlapper	1/7/2019	73
Smoky Mtn	1/29/2019	53
Suncoast	11/14/2018	129
Sunshine	1/31/2019	51
Tarheel	3/3/2019	20
Tidewater	2/15/2019	36
today	3/23/2019	

Rocky Mountain	3/19/2019	4
Sunbelt	2/20/2019	31
Tejas	1/15/2019	67
Wasatch	3/21/2019	2
today	3/23/2019	

today	3/23/2019
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Steven Schlossman





BMW Car Club of America  
2350 HWY 101 S  
Greer, SC 29651

Tel 864-250-0022  
Fax 864-250-0038  
bmwcca.org

## **Recognition Program Committee Report**

BMW CCA Board Meeting, Greenville, 30 March 2019

All committee positions remain filled as set out below.

Ian Branston (Chair)  
Leslie Moyer  
ML Hillard  
Joe Vernon  
Leann Stokes

My thanks go to the entire team who made the entire process seamless and painless. Special thanks go to Leann who set out a workable spreadsheet for us all to work from. All members of the Committee have indicated they are willing to continue to serve for the next year if the Board so chooses.

I also thank National Office staff who have assisted the Committee, in particular Stephen Elliott and Len Rayburn.

### **2018 Nominations**

At the end of the nomination period (January 31) a total of 42 nominations covering 34 individuals or businesses were received. After discussions with Dwayne Mosely, RVP South Atlantic, I believe a Friend of the Club proposal will be put direct to the Board.

In addition to the above nominations, National Office will provide details of the Chapters which will receive awards for Outstanding Chapter Growth and Charitable Contributions. The Board, at its discretion, may also choose to name National Service Officer Awards.

The Committee's recommendations are set out in the accompanying table. All recommendations were based only on the information provided in the nomination and against the published selection criteria and in comparison with other nominations.

### **Selection Process Observations**

With only one noticeable exception, all nominations were received in the last few months of the nomination period. This provides insight into the best timing of any promotion of the recognition program.

Promotion through several BimmerLife articles was instrumental in boosting the awareness of the program and this approach should again be used over the nomination "season" to both increase awareness and encourage action by potential nominees.

Very few of the nominations received were overtly lodged by, or on behalf of, a Chapter and this could be an area to improve in coming years, especially the business nominations. Many of these nominations were weak since they were more akin to a personal review and failed to address other criteria, especially those relating to Chapter support.

In other categories, many nominations failed to address the published selection criteria or provide relevant information to demonstrate the claims made.

It also became apparent over the course of the process that some policy omissions or ambiguities remain, and in the interests of having a transparent and easily understood process some suggestions will be submitted to the Board in a separate presentation.

Finally, on behalf of the Committee I would like to thank Lou Ann Shirk for her efforts over the past years as our Board Liaison contact. However, the Committee would like to recommend to the Board that this role is perhaps no longer necessary and can be performed by the Committee's Chair. The program has been in operation for several years and there are fewer issues that require the services of a dedicated Liaison Officer. In addition, with the current Chair located in Greenville, the linkage between National Office and the Committee is much closer and easier. The "partnering" of committee members with RVPs works well and it is intended the Chair will assume this role with the newly elected South Atlantic RVP.

Respectfully submitted,

Ian Branston  
Chair, Recognition Committee  
19 March 2019



BMW Car Club of America  
2350 HWY 101 S  
Greer, SC 29651

Tel 864-250-0022  
Fax 864-250-0038  
bmwcca.org

## **Recognition Program Committee Presentation**

BMW CCA Board Meeting, Greenville, 30 March 2019

### **Transparency, Consistency and Clarity**

Over the course of the 2019 selection process for 2018 nominations, the Committee identified several instances of inconsistency and omission. The purpose of this paper is to bring these to the attention of the Board, suggest solutions and allow the Board to consider recommendations. The overall thrust of the recognition program is not in question, but some of the omissions may create confusion or a perception of a lack of transparency and open the Board and Committee to allegations of a “hidden agenda”.

#### **Employees/paid staff**

The Ops Manual makes it clear these awards are very much focused on club activity, service and dedication. The awards are just that, Club Awards, designed to recognize either individual members or businesses that support club activities.

The Ops Manual states that in addition to National Board members and National Committee members, “National Office paid staff” are not eligible for the awards. This is in keeping with maintaining a focus on unpaid club members as opposed to employees who are rewarded with compensation, raises and bonuses. In the past there has been an interpretation made that “paid staff” would not include contractors who are engaged by the Club, and perhaps by extension includes contractors for the Foundation and/or BMW. In the past this has allowed Rob Siegel and Mike Renner to receive awards. This interpretation is applied this year to the eligibility of Bill Auberlen, a contracted driver and Ambassador for BMW. This year Michael Mitchell was nominated but the Committee was advised since

he is an employee he is not eligible.

For the sake of consistency and transparency, the Committee recommends a clearer definition of “paid employee” that addresses current national office staff, Foundation staff and BMW staff. The definition should also address the status of contractors.

### **What does “good standing” mean?**

The Ops Manual states that both the nominator and nominee must be of “good standing”.

This is left open to interpretation and for reasons of clarity perhaps should be defined to reflect the wishes of the Board. Good standing appears to mean more than simply being a financial member of the Club since it is extended to the Foundation and BMW entities. Does it include no monies owed and no outstanding legal actions?

### **Regional limits on the number of awards approved**

Such a limit is easily applied to the Growth/Retention and charity funds raised/volunteer hours awards to Chapters since these are based on measurable activity rather than a nomination and it is relatively simple to determine a winner for each of the 5 regions and an overall national winner.

However, complications arise with nomination driven awards, namely Chapter Officer, Chapter Volunteer, BMW Business Center and Independent Business. There is no control over whether nominations will be received equally from all regions. It also calls into question whether fully deserving nominees are artificially or arbitrarily excluded due to regional limits.

It is recommended that the regional limits for these nomination driven awards be listed as a “desirable outcome” and not an inflexible limit. The Board should have discretion over the final outcomes depending on the nominations received.

### **Frequency of winning awards**

The intentions of the Board are not clear in the Ops Manual in terms of BMW Centers or Independent Businesses winning an award year on year. Does the Board have a view on whether businesses can win each year if nominated? Or is it the Board’s intention to try to recognize a range of businesses, again based on nominations received.

It is recommended, in the interests of clarity and transparency, that the intentions of the Board be reflected in the guidelines, not just for the benefit of the selection committee but also as a guide for potential nominators.

### **Officer and Volunteer Awards. Annual or Lifetime awards?**

It is clearly stated that the Friend of the BMW CCA is a lifetime award. Written material is silent on whether it is the Board’s intent to have the awards for Chapter Officer and Chapter Volunteers considered as annual awards or as lifetime achievement awards. Is the Board satisfied if nominees in these categories win the award year after year based on their performance during each qualifying period?

It is recommended, in the interests of clarity and transparency, that the intentions of the Board be reflected in the guidelines, not just for the benefit of the selection committee but also as a guide for potential nominators.

### **NSO and National Committee Awards**

The Ops Manual provides for these two awards (although it is noted that a description of this award has not been published since the inception of the program). The Board has in the past awarded individuals under the NSO category. None have been awarded under the Committee category.

The Committee suggests, in the interests of simplification, to amalgamate the two awards and just have an Outstanding National Service Office award that can include members of National Committees. This reflects the overall aim that these awards are for members who are appointed to roles by the National Board.

### **Additional Advice to be included on the website nomination form**

When considering nominations, the Committee only considers information provided by the nominator and considers this information against the published selection criteria. This ensures consistency and transparency. However, it was apparent from nominations received in the most recent nomination period that many nominators either did not understand the selection criteria or chose to ignore them. The committee literally had single line nomination statements or statements that were more akin to a service review rather than address the criteria.

Since all nominations can only be lodged electronically via the CCA website, it is suggested the relevant criteria are shown in the Nomination Statement dialogue box and a reminder is displayed encouraging authors to address the criteria listed. I am advised this is quite easily done.

### **Chapter nominations (or lack thereof)**

Nominations can be lodged by individual members or by an office bearer on behalf of a Chapter. The significant majority of the most recent nominations were lodged by individuals. As a result the nomination was often written from a very personal perspective and not from that of a chapter, especially when it came to highlighting Chapter support and cooperation.

In order to address this, the Committee will increase its attention to promoting the recognition program to Chapters as well as individual members. The efforts of RVPs will be crucial to this approach.

### **Incorrect/inconsistent advice on Website**

There are several examples where the Ops Manual and Website information is either incorrect, at variance or out of date. Whilst the Ops manual wording has received some recent superficial attention, the wording on the website is considerably out of date or wrong. Examples include:

- References to award announcements being made at O'fest or Chapter Congress
- Story boards being displayed at O'fest
- Articles being published in Roundel and or Roundel Weekly (now BimmerLife)
- The RPC will meet annually

It is proposed the committee work with national office staff to make amendments as required.

**Overall discretion of the Board**

The Board owns the Recognition Program and the Committee plays a role in selecting suitable nominations for the Board's consideration. It is suggested that published material and the Ops Manual make it clear that the Board has final discretion over who wins awards and that the decisions of the Board are final.

There may be other matters that are identified as requiring attention but the above matters are those the Committee wanted to draw to the attention of the Board.

Thank you for your consideration.

Ian Branston  
Chair, Recognition Committee  
30 March 2019

## RPC Recommendations Board Meeting March 2019

### Friend of the Club

Rank	Nominee	Chapter	Region
Highly Recommended	Bob and Sheila Morin	Connecticut Valley	North Atlantic
Highly Recommended	Dirk DeGroen	Everglades	South Atlantic
Highly Recommended	Bill Auberlen	Los Angeles	Pacific
Highly Recommended	Eric Nissen	Peachtree	South Atlantic
Not Recommended	Brian Cone	Oregon	Pacific
Ineligible	Michael Mitchell	Sandlapper	South Atlantic

### Outstanding Chapter Officer

Highly Recommended	Kyle McGarry	Hoosier	North Central
Highly Recommended	Stan Dale	Florida Suncoast	South Atlantic
Highly Recommended	Megan Yavel	New York	North Atlantic
Recommended	Mike Staub	Kansas City	South Central
Recommended	Matthew Dashiell	Lone Star	South Central
Recommended	Brett Litoff	San Diego	Pacific
Recommended	James Lorial	Tidewater	South Atlantic
Recommended	James Schafers	St Louis	North Central
Not Recommended	Kasif Rahman	Hoosier	North Central

### Outstanding Chapter Volunteer

Highly Recommended	John Howard	Sandlapper	South Atlantic
Highly Recommended	Heather Centrella	Connecticut Valley	North Atlantic
Highly Recommended	Gil Neaves	Florida Suncoast	South Atlantic
Recommended	Franco Maras	Lone Star	South Central
Recommended	Ed Burchenal	Roadrunner	Pacific

### BMW Business Center

Highly Recommended	BMW of Escondido		Pacific
Highly Recommended	Bobby Rahal BMW of South Hills		North Atlantic
Highly Recommended	Leith BMW		South Atlantic
Recommended	Autobahn BMW of Fort Worth		South Central
Not Recommended	Advantage BMW Midtown		South Central

**Independent Business**

Highly Recommended	Harrison Motorsport		South Atlantic
Highly Recommended	Kinetic Motors		North Central
Highly Recommended	7 <sup>th</sup> Gear Auto Repair		North Central
Highly Recommended	Bimmer Performance Center		South Atlantic
Recommended	Vaughn Motors		North Central
Recommended	The Werk Shop		North Central
Not Recommended	German Motorworks		South Atlantic
Not Recommended	German Car Repair		South Atlantic
Not Recommended	Marco Polo Independent BMW		Pacific
Not Recommended	H & B Inc		Pacific



## **BMW CCA Ombudsman Report - 1/1/2018 to 3/1/2019**

### **Summary:**

During the reporting period we received forty inquiries from members involving issues with BMW automobiles, BMW Centers, and insurance companies. We also received one inquiry from a BMW motorcycle owner. As has been the case in the past, some inquiries have involved as little as a single email response to the member. Others have been more demanding involving multiple interactions with members. One key element to this work has been the collaboration among the three team members to help with responses to members. In addition, Roundel Tech Editor Mike Miller provided significant assistance.

We had one exemplary interaction with a member which revealed a significant manufacturing malfunction at the BMW South Carolina manufacturing facility. David Levin made use of his contacts within BMW NA to bring this issue to a satisfactory conclusion for the member, and result in an internal engineering review at the plant. David's summary is below as #1.

In another successful interaction, we called on BMW CCA VP and former Ombudsman Dwayne Mosley to come out of retirement and aid a member through his contacts at a BMW Center.

As has been the case in the past, members are turning often to social media and online BMW forums for advice about dealing with issues with their cars. David deals with the import of this activity in his summary. "BimmerFest" and "BimmerPost" are the two main forums used.

The history of the inquiries for this period seems to have tended toward vehicles with high mileage (100K+) and some age (10 years+). Many of the inquiries have involved warranty issues, frequently involving CPO vehicles.

We have adopted a policy of not working further on issues in which the member says that he/she is going to engage in litigation. We do this to avoid becoming potential witnesses in litigation. We ended our involvement three times during the reporting period because of this policy.

### **Details:**

1) The most significant issue which was presented to us involved a South Carolina member whom had purchased a 2019 X5. In the course of the first few hundred miles of driving the X5 displayed some clearly unwanted water incursion. David Levin went to work on the problem. Here is his narrative about the issue and its resolution:

*"After receiving the initial summary of the issue, I became interested in the issue and what occurred to this member. I reviewed the story line of this member and realized, I have made contacts that could look into this particular situation.*

*I initially make contact with a friend of mine at Spartanburg who is part of the quality team on the X vehicles at the plant. In his previous position with BMW, he was in a very high level position in CR. My initial goal was to see if BMW knew of any issues with the X5 production and help to get this case in particular, up to the highest levels in CR. After several emails*

*back and forth, I was informed by him that it was now at the top level at BMW. My contact and John also pointed out that the member was posting on some blogs about his dissatisfaction with BMW and the product. Once I heard about this and knowing how BMW looks at the blogs, I spoke with John and requested he speak to the member and tell him "sit down and shut up". I knew where this was possibly headed to and if the member or others replying to him posted just the wrong response, all would be for naught. This is probably one of the most important take-aways from this case. Yes, knowing who to contact is important but posting inflammatory statements and stoking the fires of the internet, can and will end any goodwill work we do. The member did listen and allowed this to move forward.*

*The initial offer from BMW was \$3000 and sign a letter of acceptance. Fortunately, the member practiced patience and let BMW work the problem. After the upper levels of CR, the X5 production line and regional staff for BMW for the members area all came together, the member was presented with an offer of getting another, brand new X5 built to the original specs (less the water leak). We all felt this was the right decision and was handled properly. The member was thrilled and so were we. He was also going to be offered a Performance Center Delivery and the person who is part of the Quality Control and Customer Satisfaction at the plant would be on hand to personally greet the member at delivery with a few words and an apology. What we didn't know was what happened behind the scenes.*

*Once this initial information made it to the highest level in CR, BMW decided to hold an executive meeting about this issue on the X5. That meeting then caused the Quality Control area and the upper level of management at Spartanburg with line production to investigate the issue. After a few days, they determined that during production, the HVAC unit attached to the firewall was not getting sealed properly during production. It was now determined that they had more vehicles that were not produced correctly that had to be fixed prior to leaving for the dealer. For the product that had already made it to the dealer body, a bulletin would be coming in the near future for dealers to inspect and/or repair based on what the dealer inspection determined. In our minds, this could have been a huge costly, customer dissatisfying issue. At this point, the issue was now kept to a minimum and most customers will never know that the vehicle had a problem right from the beginning.*

*Since I am attending the NAC this year, I was able to personally thank the head of CR as well as 2 of the CR individuals who were instrumental in getting this through the process helping to make this a very positive outcome. The bottom line is BMW is open to listening to the Ombudsman and we work very well together. We all have the same end goal in mind: to keep members and BMW owners satisfied with great products and service."*

2) We had an inquiry from a member who said he purchased a particular BMW specifically to have Apple CarPlay. BMW NA advised him that Apple CarPlay was being electronically removed from his car (and that of over a thousand other owners). He was refunded the cost he paid for CarPlay, but sought to have BMW re-acquire his car as a better solution.

3) We helped a member who was hoping to buy a BMW M2 Competition model from his Mid-West dealer. After making a \$5,000 deposit and waiting five months, he turned to us to assist in his quest for the car. We found an M2 Comp allocated to another BMW Center, and the member was able to obtain his new car.

4) We had a lengthy interaction with a member regarding the construction of BMW radiators and provided an education to the member about the standards of construction.

5) As usual, we had a number of inquiries from members who seemed to have over-revved the engines in their M3 vehicles. Since these apparent over-revs occurred in vehicle long past warranty, BMW took no action to investigate to the consternation of the members.

6) We had four inquiries in this period for persons looking for replacement parts for two-decade old Z3 and Z4 models. David's knowledge of the parts function for BMWs proved very useful in providing members with some knowledge about the system and its limitations.

7) Regarding replacement issues, the N63 engine has proven to be a near-nightmare for BMW. Replacements are being made, but at a snail's pace. It's difficult to make members happy with the solution we could offer: "They're making new N63 replacement engines, but when you'll get one, we can't tell."

8) Finally we had another M2 issue involving a member who'd purchased the vehicle new, drove it for 700 miles, and suffered a complete failure of the transmission. BMW chose to replace it with a new transmission, but the member was not happy. He expressed his concerns regarding the "diminished value" of his M2 due to the replacement transmission.

**Respectfully Submitted:** John Gamel, BMW CCA Lead Ombudsman



**From:** Greg Gelatka <[ggelatka@gmail.com](mailto:ggelatka@gmail.com)>

**Date:** March 8, 2019 at 3:48:54 PM EST

**To:** Frank Patek <[fpatek@bmwcca.org](mailto:fpatek@bmwcca.org)>

**Subject:** Re: Appeal

Thank you for confirming receipt of my appeal.

Please bear in mind that it is impossible to explain the distress I went through during my transplant treatment without the benefit of the anti-depressant. It is no excuse, however, for my fb post to Josh Butts. I hope the board does not overlook the amount of positive work and effort I have given this chapter and thus, the club over the years, There are many, including past officers, board members and club members that will attest to my positive motivations and energy. It is my utmost desire to continue participating with my club friends and future members as well.

Best regards,  
Greg Gelatka





BMW Car Club of America  
640 South Main St, Ste 201  
Greenville, SC 29601-2564

Tel 864-250-0022  
Fax 864-250-0038  
bmwcca.org

## **SPONSORSHIP AND MARKETING REPORT**

### ***CAR OF YOUR DREAMS RAFFLE 2019***

We are very excited to partner with Dinan, Forgeline, and Michelin again for another special 1 of 1 car for our first prize in this year's Car of Your Dreams Raffle. The last time we partnered with these three brands on a raffle car, we set the all-time ticket sales record of 48,800 in 2015. This year, we've purchased a 2019 BMW M2 Competition—with a manual transmission of course—and shipped it to Dinan's headquarters in Alabama where it will receive a full-slate of Dinan performance parts, an amazing set of Forgeline GTD1 wheels, and upgraded Michelin Pilot 4S Tires. During the build, Dinan will be filming a series of six videos documenting each new addition to the car. These videos will be used through the raffle campaign to help build the excitement and sell tickets via email, social, and web. In addition, the car will be featured in a cover story for *Roundel*, receive extensive coverage in *BimmerLife*, and garner plenty of exposure via social media.

List of performance upgrades to be installed on our 1-of-1 Dinan Club Edition M2 Comp:

- Dinan Flash Tune
- Dinan Free Flow Stainless Exhaust
- Dinan High Performance Adjustable Coil-over Suspension System
- Dinan Tension Strut Ball Joint Kit
- Dinan Adjustable Anti-Roll Bar Set
- Dinan Rear Suspension Link Kit
- Dinan Carbon Fiber Mirror Caps
- Dinan Carbon Fiber Rear Spoiler
- Dinan Signature Floor mats
- Forgeline GTD1 Open lug in a Pearl Gray
- Michelin Pilot Sport 4S 265 35 R19 and 285 35 R19

Not just one, but two special 1-of-1 cars! Yep, that's right! We've not only secured a fantastic first place prize, but our grand prize will also be a unique creation of BMW individual through partnership with BMW NA. BMW has offered to produce a club edition M4CS to help celebrate our 50<sup>th</sup> anniversary. We are working with BMW now to lock in the specifics, but below is the wish list submitted for the build.

#### **BMW NA Special Car: 1-of-1 BMW CCA Club Edition M4 CS**

- San Marino Blue Metallic

- Sonoma Beige Full Merino Leather
- Manual Transmission
- Carbon Fiber Interior Trim with Black Chrome highlight
- Door sills with BMW CCA lettering
- Upgraded wheel package
- Any available carbon fiber additions such as Carbon Fiber Mirror Caps, Carbon Fiber Rear Spoiler, etc
- 50th Anniversary Club logo on dash
- 50th Anniversary Club logo exterior badges
- Dash plaque denoting status: 1 of 1 BMW CCA Club Edition M4 CS produced by BMW Individual

## ***NATIONAL EVENTS SPONSORSHIP***

Sponsorship sales are shaping up very nicely for this year's O'Fest and our Monterey events. We are proud to announce that XPEL has increased their support of the club and all three national events by becoming the Official Paint Protection Film and Window Tint of the BMW CCA (more below). In addition, both Dinan and Hagerty have increased their support as well. Dinan will sponsor this year's beer garden during O'Fest and Hagerty has signed on to be the title sponsor of the national headquarters grand opening celebration. Earlier this year, we also inked another three-year deal with our friends at Griot's Garage giving them the designation of "Official Car Care Products of the BMW CCA" again. Each of these sponsors not only contributes financially, but also add value to our events with special displays, promotions, and member engagement opportunities. Please join with me in thanking our sponsors for their continued and unwavering support of the greatest enthusiast organization on the planet!

### 50<sup>th</sup> Annual BMW CCA Oktoberfest Presented By Michelin

Michelin Presenting Sponsorship, Drive and Compare, Hot Lap Rides, and Tech Talk  
 Shell V-Power NiTRO+ "Official Fuel of O'Fest," Vendor Hall Reception, Welcome Dinner, TSD Rally, Fun Rally, and Tech Talk  
 BMW NA Banquet and Charity Rides for the Foundation  
 Hagerty presenting sponsor of national headquarters grand opening  
 Tire Rack Autocross  
 Lockton HPDE Insurance Member Lounge and Games  
 Dinan Beer Garden  
 Griot's Garage Car Wash Area and Car Care Clinics  
 XPEL Tech Talk and Hydration Sponsor  
 BMW Performance Driving School driving programs, festival, and two-Day M School Giveaway  
 Forgeline Car Numbers  
 Extreme Auto Spa of Greenville

### Legends Of The Autobahn 2019 Presented By Michelin

Michelin presenting sponsor  
 Shell V-Power NiTRO+ Premium Gasoline  
 BMW NA  
 Griot's Garage



XPEL  
Hagerty  
Bring A Trailer  
La Jolla Independent

Festorics 2019 Corral And Hospitality Presented By Michelin

Michelin presenting sponsor  
BMW NA  
BMW Performance Driving School  
XPEL  
Cool Carbon



### ***XPEL BECOMES OFFICIAL PAINT PROTECTION AND WINDOW TINT OF BMW CCA***

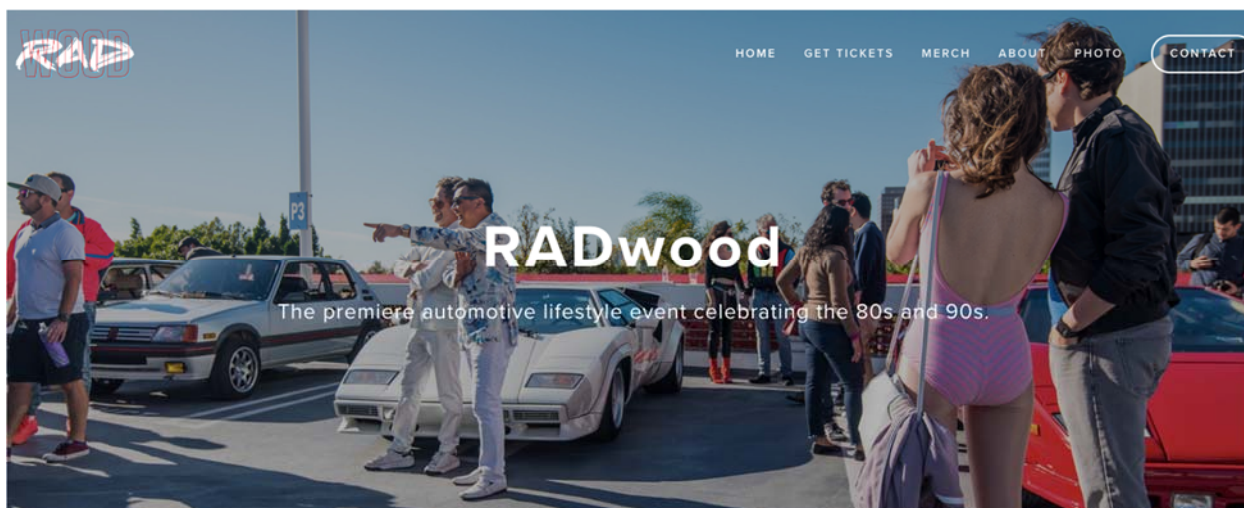
Recently we announced an agreement that will make XPEL the “Official Window Tint and Paint-Protection Films of the BMW Car Club of America” for 2019.

The agreement provides XPEL exclusive status, a large presence at national club events, and significant exposure via the club’s communication channels. XPEL will be present at key national events in 2019 including Legends Of The Autobahn, and the BMW CCA Festorics in Monterey, and the 50th Annual BMW CCA Oktoberfest in South Carolina, providing members with more information about their advanced paint protection film and window-tint product line.

XPEL is the source for the most cutting-edge paint-protection film and window tint available. As industry innovators, XPEL continues to strive for the very best technology & quality materials to bring to market. XPEL Ultimate Plus paint-protection film helps to stop rock chips and prevent scratches, and it makes cleaning a breeze. XPEL Prime XR Plus window tint blocks up to 98% of infrared heat, keeping your vehicle cool during those warmer days as well as blocking 99.9% of UVA and UVB cancer-causing rays. XPEL also boasts an installer network in nearly 60 countries internationally, and hundreds around the United States.

“As the BMW CCA celebrates its 50th anniversary, we could not be more excited to become the exclusive partner providing all 70,000 + active members with XPEL paint-protection film and window-tint solutions,” said Michael Dobbins, marketing manager at XPEL. “As enthusiasts and BMW-brand fans, we’re looking forward to 2019.”

XPEL has been a club sponsor since 2013, and has continued to increase their support, recognizing that the club’s 70,000 active members are some of the most enthusiastic and influential BMW owners in the country. In fact, BMW CCA members collectively own more than 100,000 BMWs, and participate in many of the club’s 500-plus social and driving events each year.



### ***PARTNERSHIP WITH RADWOOD AT LEGENDS OF THE AUTOBAHN***

The premier German-marque concours will join forces with the premier automotive lifestyle event for a can’t miss event on Friday, August 16, at The Club at Pasadera during Monterey Car Week.

Hosted annually by the BMW Car Club of America, the Mercedes-Benz Club of America, and the Audi Club of North America, Legends of the Autobahn will this year welcome RADWood—the car show that blends period correct dress with automotive awesomeness. RADwood will bring its unique style and host a large corral at Legend’s with European cars and bikes from 1980-1999 that capture the essence of a bodacious era.

RADWood will offer a special ticket package on their website for the event. The RADWood at LOTA package will include a corral parking pass and a one-year membership in your choice of the BMW, Mercedes, or Audi Clubs. Those interested in registering for this special corral can visit [radwood.co](http://radwood.co) for more information.

### ***PROPOSED CHANGE TO LEGENDS OF THE AUTOBAHN***

Over the last few years, we have seen decreasing interest in our Legends of the Autobahn souvenir program. This follows the overall market trend of people using websites, apps, and social media for event information instead of printed publications. Each year, we have a Legend’s smartphone app inside


the BMW CCA app with the schedule, event info, and listing of sponsors. The app and electronic communications have superseded the program as the go to spots for the most up-to-date schedule and event information. Since the program is finalized one month in advance to meet printing deadlines, it can often contain dated information in the event of schedule change or new addition to the show field.

What I am proposing is that we discontinue the printed program like we did with O'Fest. The time and effort spent creating the program could be redirected into further enhancing the app, emails, and other aspects of the event that would have a more meaningful impact on attendee satisfaction. Since the program does contain sponsor ads and provide exposure, I propose that we replace it with a sponsored poster. The poster would be the Legends event artwork with all of the sponsor logos on it. The poster would be given to every registered attendee free of charge and we could sell additional copies at our club tent to spectators. I believe the poster is more likely to be a lasting keepsake and possibly framed and displayed on a garage wall.

### ***CLUB FEATURED IN BMW NA CUSTOMER COMMUNICATION EMAIL***

Our meeting with BMW NA in the Spring of 2018 has been paying dividends ever since, beginning with the rebate update, and now the opportunity to be featured in one of BMW NA's customer communications. During our day at Woodcliff Lake we not only met with Tom and Alex, but were introduced to the head of BMW's CRM team. At the time, we expressed our desire to be included in some of BMW's emails, which they were open to. Over the following months I kept in contact with the team and persistence paid off with the club being featured in the below email.

Wrap up winter with exclusive benefits. [View in Browser](#)





There are still a few winter drives left in your BMW before we turn the corner into Spring. Warm up with the latest news, stories, and offers curated for you, from the world of BMW.

**GET YOUR**  
**\$2,500**  
**LOYALTY CREDIT**

As a reward for your continued loyalty, you may be qualified for a credit of \$2,500.\* Offers on the BMW 4 Series are ending soon. Don't miss your chance to experience the Ultimate Driving Machine® for less.

[➤ See full details](#)



**BMW ULTIMATE BENEFITS™**

Get your badge of honor.

A BMW Car Club of America membership is a must have for any lover of The Ultimate Driving Machine®, and was proudly repped by Alex Zanardi at this year's Daytona 24. As a BMW owner, when you join or renew with a one-year membership, you'll receive a complimentary set of BMW CCA car coasters. And with a three-year membership or membership renewal, you'll get a complimentary limited-edition grille badge.

[➤ Join or renew membership](#)

## **BMW BLOG MEMBERSHIP STORY**

While on the topic of gaining exposure for club membership, it should be noted the club was featured in a story on BMWBlog that highlighted several of the fantastic benefits of being a member. Our friends at BMWBlog have also helped us promote the raffle for several years now.

You can check out the story here: <https://www.bmwblog.com/2019/03/07/save-hundreds-on-your-next-bmw-purchase-and-get-access-to-500-events-with-bmw-cca/>



## **PROPOSED BMW EMPLOYEE INCENTIVE PROGRAM**

In efforts to strengthen our relationship with the dealer network and grow our membership base, I have outlined a proposed program below.

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### **You're invited to participate in an exclusive incentive program for BMW Center Employees.**

The BMW Car Club of America (BMW CCA) wishes to increase awareness for the Club and its multitude of benefits through BMW's network of 340-plus dealerships. In efforts to achieve this goal, the BMW CCA would like to extend a special incentive program to BMW Center Employees across the country. The BMW CCA recognizes BMW Center Employees as key influencers in the industry.

We are pleased to offer the following incentive program:

- Earn up to \$500 per year by referring customers to the BMW Car Club of America. You'll be rewarded with \$10 for every successful three-year membership referral.
- It's the easiest sale you'll ever make! When your customers purchase a three-year club membership for \$134 they are immediately eligible to apply for a rebate of \$250 - \$1,500 on the purchase or lease of a new BMW, depending on the model. It's really an amazing deal for anyone buying a new or certified pre-owned BMW. [Full program details here.](#)

**Start Earning Financial Rewards Today!**



You can start earning rewards right away! All you need to do is register at [bmwcca.org/BMWRefers](http://bmwcca.org/BMWRefers). Once registered, you will be issued a unique ID and then you'll receive a welcome packet in the mail with referral cards, brochures, decals, and other promotional items. Simply provide your client with information about the Club and your unique ID number. When the client enters this number when registering on [bmwcca.org](http://bmwcca.org), you earn financial rewards. At the end of each quarter, the money earned from the incentive program will be paid via check.

### **The Benefits of BMW CCA Membership**

Not only are you earning extra financial rewards, but you are creating loyalty for the BMW brand and offering the opportunity for your clients to save hundreds on their vehicle purchase or lease. Not to mention, you're giving them access to hundreds of exclusive social and driving events, an award winning monthly magazine, and the chance to connect with other BMW enthusiasts. The Club can enrich their ownership experience unlike anything else.

Benefits Include:

- Membership Reward Rebate Program: \$250 - \$1,500 rebate on the purchase or lease of a new or CPO BMW, depending on the model
- 15% of all BMW Performance Driving School Programs
- Award-winning monthly Club magazine
- Access to over 500 exclusive members-only driving and social events each year
- Special money-saving discounts from our many partners and sponsors. See complete list at [bmwcca.org/membershipbenefits/discounts](http://bmwcca.org/membershipbenefits/discounts)

### **DEALERSHIP LUNCH AND LEARN PROGRAM**

In addition to the BMW employee incentive, I am proposing a dealership lunch and learn program. This is a program where a representative of the club would schedule a visit with a dealership's general manager and sales staff. We would bring in lunch from a local deli or restaurant and provide a 20-minute talk about the club, the rebate program, and our many benefits. This would allow us to connect with dealers and educate their staff about the club and our rebate program like never before.

### **MEMBERSHIP DRIVE FLASH INCENTIVE FROM SHELL**

**WIN PRIZES AND EARN BMW CCA BUCKS  
BY REFERRING NEW MEMBERS!**



**Members Can Earn A \$50 Shell Card By  
Referring New Members In March!**

Shell has partnered with us to offer a great membership drive incentive for the month of March. To win, members just need to refer enough friends and fellow enthusiasts to the club to make this month's top five list of referring members. Those who do will receive a \$50 Shell V-Power Nitro+ gift card! Sometimes it only takes two or three

referrals to make the top five—and this special incentive for March is on top of the already fantastic list

of awards and prizes available. Plus, members will receive \$5 in BMW CCA bucks for every successful referral! CCA bucks can be used towards club merchandise, memberships, and national event registrations!

### **Making Referrals Is Very Simple!**

1. Find a prospective member and encourage them to join.
2. Have them enter your Member ID number in the “referred by” field when they join online at [bmwcca.org](http://bmwcca.org).
3. That’s it! As a thank you, members receive \$5 in BMW CCA bucks for every successful referral they make.

### ***NEW LANDING PAGE, REBRANDING WEBSITE***

Recently, Len helped us create a brand-new landing page for marketing and advertising campaigns. It also serves to showcase the many benefits of the club in one spot. It utilizes a mobile-friendly format and integrates several of the member profile and event videos we have produced. You can view the new page here: <https://cdn.bmwcca.org/static/join/index.html>

It’s also important to note the main club website is due for a major overhaul and rebranding. The project has been delayed some due to the challenging transition to the new database system.

### ***NEW MEMBER BENEFIT: 10% OFF BACKYARD BUDDY LIFTS***

The Backyard Buddy idea was born in 1988 when a backyard mechanic was looking for a lift that would work in his home garage. He wanted a lift that was safe and affordable that not only gave him the ability to work on cars, but allowed him to store one vehicle over another in the same garage bay. That’s when Backyard Buddy was born and is now one of the largest and oldest freestanding lift manufacturers in the country. Backyard Buddy is extending a 10% discount to club members.

Chris Hennecy  
Director of Marketing



Re: March 2019 Board Meeting

## IT Update

### AssociationAnywhere

The implementation of AssociationAnywhere (AA) has been even more disruptive than anticipated. Having led the GoMembers implementation, I had an idea of what to expect, and a benchmark for an expected downtime at go-live. Unfortunately, ACGI, the developers of AA, did not meet my expectations.

At go-live, BMW CCA operations were down for 14 days. That extended period of time had a negative impact on member goodwill and taxed the staff. ACGI did not consider all the implications of how they proposed to generate renewal invoices in AA. The 14-day delay was caused by the renewal of complimentary chapters. They invoice chapters separately from the national club dues. When the free, included chapter was renewed, it automatically extended their membership in the chapter without having to be a member of the national organization because no payment is required. This also caused problems for automatic renewal, and the custom work they did for the renewal process on the website. Edward and I had to test, end-to-end, every solution that ACGI proposed. Each time they implemented or updated their solution, something else broke. They rely on us, the client, to perform extensive testing while they themselves only performing minimal testing.

After finally going live, we started to discover additional gaps in their software. Some things Edward and I were able to adjust; in other cases, we had to change our business practices. However, we discovered some things didn't work out-of-the-box because BMW CCA is the only client of ACGI's that fully utilizes certain product areas. One of those product areas is our online store. Their order fulfillment processes had several flaws for which we had to test ACGI's solutions. We found many other issues, both with AA, and with the data that was converted. Every time a staff member found an issue, I had to confirm it, reproduce it, and document clear instructions in a ticket to ACGI. Then I had to test their fixes.

All these problems caused me to fall behind on the post-go-live work I had planned. Many critical reports and features, such as the report to send membership cards and the option to choose chapter newsletter delivery preference, were delayed because I couldn't get to them with all the problems and testing of fixes. The integration with MotorsportReg was partially

implemented, but Brian made some requests last year for changes to my custom API that I won't be able to get to until next week.

To exacerbate the situation, Edward's time was in more demand at the Foundation, and the headquarters moved. Neil had a priority StreetSurvival project that started in early January requiring three days per week on-site at the Foundation. The StreetSurvival project is nearing completion, so Edward will return to our regular schedule very soon.

I'm still catching up and haven't gotten to the following critical projects:

- Integration with Cvent for O'Fest and LOTA registration
- NCOA
- A new Virtual Garage

### Headquarters Move

In preparation for the move, I researched and selected a vendor, Segra, to provide fiber Internet service and manage our phone and WiFi systems. We couldn't move our current Internet service and phones because that vendor didn't offer service in our new area. The paperwork with Segra was signed at the end of October in anticipation of a mid-January move date. In the event the move date came upon us and the fiber was not yet available, Segra assured me there would be temporary Internet service in place. As January approached, they were confident in the progress of the fiber installation and chose to not procure the temporary service. They failed to inform me of this decision. Naturally, the county and state offices held up the permits to install fiber to our new headquarters. Without their Internet service, Segra would not provide us with phone or WiFi services even if we acquired temporary Internet service from AT&T or Spectrum. With about a week before our move-in date, I had to make the decision to choose a different phone provider and find temporary Internet service. I chose RingCentral for our cloud-based IP phone system, and Spectrum for Internet. We quickly found that Spectrum was not fast enough for our needs. I reached out to AT&T for their business fiber Internet, and we've been limping along with it. Even though it is fiber, it isn't fiber all the way to the building, so it's more like their residential U-Verse service. I reached back out to Segra and they were able to resume installation of our service but were still held up in the permitting stage. It was not until the week of March 25 that the construction of the cable was complete. Now we're waiting on equipment to be installed inside the building.

In addition to quality phone service (when the Internet service is strong), RingCentral offers a great platform that we will be able to leverage in the near future. We'd be able to integrate with their API to interact with members via text messages, or quickly place phone calls directly from AA.

### Elections

For the first time we tried an online-only approach to voting. I researched and settled on ElectionBuddy. They met the security and auditing requirements we had, along with voting groups that accommodated our regional ballots. Voting was simple: a member only needed to click on a link sent to them via email. If they lost it, the BMW CCA staff could supply them with their link. Those links were unique to each member, and could only be used once. We offered



to print and mail ballots if members were unable to vote online. We had about six members mail ballots in. I scanned their ballot and attached it to their record in AA and simply used their unique link to vote as they indicated on their behalf. All votes were secret. I, as the only voting administrator, could not see how an individual voted. I also could not see the three most recent votes. That way I couldn't deduce how a recent member voted.

The service was well received and had the highest turnout of voters in recent BMW CCA history: 4,556 members! The only confusion came from some members who expected to vote in the North Atlantic Region ballot but did not live in the region. If we have a contested election in the future, I highly recommend we use ElectionBuddy again.

## Foundation

The following work has been performed for the Foundation since the last Board meeting:

- Setup new employee Dan Staudt
- Completed New Coaches Training service on Streetsurvival.org
- Nearing completion of StreetSurvival Email Automation Project
- Transitioned Foundation Store to new Shopify platform
- Re-Integrated BMW Champions and BMW Icons forms to use REST API Library for Boomerang

## Chapter Electronic Newsletters and MagnetMail

The following 34 Chapters have notified the National Office that they are now sending their newsletters electronically. The newsletter delivery preference of their members has been changed to e-mail (for those with an e-mail address), and I have notified members about the change and how to elect to receive a copy via US mail instead. There is a separate mailing label report that Steven Schlossman sends to these chapters that only includes members whose preference is to receive the newsletter via US mail.

Allegheny Chapter	Heart of Dixie Chapter	Pine Tree Chapter
Bayou Chapter	Inland Empire Chapter	Pocono Mountain Chapter
Buckeye Chapter	Iowa Chapter	River City Bimmers
Central California Chapter	Kansas City BMW Club	Roadrunner Chapter
Connecticut Valley Chapter	Lone Star Chapter	Sandlapper Chapter
E31 Chapter	Mountain State Chapter	Sierra Chapter
Everglades Chapter	New York Chapter	Sunbelt Chapter
Florida Suncoast Chapter	Nittany Bimmers Chapter	Sunshine Bimmers
Golden Gate Chapter	North Star Chapter	Chapter
Green Mountain Chapter	Northern Ohio Chapter	Tarheel Chapter
Hawaii Chapter	Oregon Chapter	Wasatch Chapter
	Patroon Chapter	White Mountain Chapter

There are 17 chapters with MagnetMail accounts:

Bayou Chapter	Michiana Chapter	St Louis BMW Club
Buckeye Chapter	New Jersey Chapter	Sunbelt Chapter
Central California Chapter	Oregon Chapter	Sunshine Bimmers Chapter
Choo-Choo Bimmers Chapter	Puget Sound Chapter	Tarheel Chapter
Green Mountain Chapter	River City Bimmers	Tidewater Chapter
Lone Star Chapter	Smoky Mountain Chapter	

Respectfully submitted,

A handwritten signature in black ink, reading "Stephen Elliott". The signature is written in a cursive, flowing style.

Stephen Elliott  
Director of Information Technology  
BMW Car Club of America



BMW Car Club of America  
2350 State Hwy 101 S  
Greer, SC 29651

Tel 864-250-0022  
Fax 864-250-0038  
bmwcca.org

March 2019  
Report of the Creative Director

Since my report in October, we have relocated to the new HQ property, continued pursuing *Roundel* print and mailing quotes and are planning press visits, ordered a special scanner to allow us to archive the back issues of *Roundel* inexpensively, completed the prototype quarterly newsletter-magazine and developed plans for the full version and multi-region rollout, designed a new marketing-oriented Join page and advertisement set, implemented the new style for merchandise advertisements, and begun rolling out designs and promotions for 2019 events.

### ***Roundel***

Concerns about declining print revenue via advertisements continue. We are discussing strategies to maintain quality and reduce costs, as well as possible ways to make advertising more attractive for vendors.

Quad: We have not had a recurrence of the polybagging issues so far. Quad is aware that the contract is up for renewal, but have also been active and appear to be transparent in their efforts to resolve those issues.

Freeport Press has provided us with a detailed quote. As expected, their mail delivery quote is higher (it is very difficult for printers to compete with Quad's 2 million+ comail pool for pricing) so they are working to compensate via reducing production costs. Frank and I are planning to do a site visit at their Ohio plant within the next month to receive their formal pitch.

### **Events**

We are continuing to work with Extreme Canopy to develop a new set of chapter / event bundles. After customer service issues with Impact Canopy, we are developing a similar / new set at Extreme Canopy to offer chapters. Initial designs are being reviewed and revised to better suit chapter needs.

We are producing the designs and themes for Ofest, Legends, and Festorics for 2019.

### **New HQ**

We are designing artwork, window displays, and other elements to bring the aesthetics of the new HQ together. We have started with a multi-panel window vinyl set celebrating the 50<sup>th</sup> anniversary of the club. We have ordered special acrylic prints of the last several Ofest posters, updates and new perpetual plaques from the Recognition Committee, and are looking at our existing wall art to see what needs to be updated. The BMW CCA Foundation has also generously offered to let us display some of their art collection and Michael Mitchell has offered to help us set up and periodically update / change the artwork we display.



### **Regional Newsletter**

The prototype quarterly newsletter-magazine 64-page + 4 cover issue was successfully produced. We did run into some design issues, causing the work to be brought in-house. Production and delivery via *Roundel* bundling were successful and cost effective, bringing the total per-issue cost under a dollar. Anecdotal reports are that the issue was well received and that many enjoyed the premium / art book feel.

Overall, the prototype proved that the regional newsletter concept can be done, and done well. It's intended purposes in addition to replacing the required chapter newsletters, included serving as a recruitment tool and as an attractive ambassador for the club in dealer showrooms.

Moving forward to future issues, the newsletter-magazine will be rebranded as *BimmerLife Quarterly*, with regional designations to differentiate the issues. We believe using the existing brand of *BimmerLife* will make the magazine more readily recognizable as a BMW lifestyle oriented magazine.

As design is being tackled in-house, we will work to create a streamlined workflow. Kim Austin, our Director of Communications, is updating her skills to include multi-page document design via InDesign. I am serving as mentor as she works through online coursework and in-house projects and the new *BimmerLife Quarterly* templates I developed. Our goal is to have Kim ready to handle the departments and chapter pages while I will be handling feature set designs.

### **Raffle**

We will soon receive the information and photos for the custom Dinan Grand Prize. Once that arrives, we'll start rolling out the ads and promotions.

## Advertisements

As indicated in my last report, we have developed a new “lifestyle” oriented advertisement style for our merchandise and recruitment advertisements. We are also utilizing this for an updated Member Benefits ad and flyer set. This style replaces some of the cluttered styles used in the past with a more premium feel, utilizing better photography, emphasizing BMW CCA as the “lifestyle” for BMW enthusiasts.



**ADD THE LIFESTYLE OPTION**

From exclusive social events at breathtaking venues to high-performance driving schools at top-tier tracks, the **BMW Car Club of America** is where you can experience the ultimate BMW lifestyle. And with over 500 events a year and chapters nationwide, your possibilities are unlimited.

You'll meet fellow passionate BMW enthusiasts, learn more about your car, and become immersed in the BMW world of experiences like never before.

**Exclusive events. Exclusive benefits. Exclusive rebates.**



**LEARN MORE AT [BMWCCA.ORG](http://BMWCCA.ORG)**

## Camera

We have purchased the in-house camera, a Sony a6300. It is an excellent camera for photography and videography and will be used for merchandise photography, lifestyle photography, event photography, event videography, Raffle videography and anything else needed. We have already used it extensively for upgrading our merchandise photography for print and web use.

Thank You!  
W. Len Rayburn  
BMW CCA Creative Director



## **Driving Events Manual:**

The NDEC is still working on the Driving Events Manual. Admittedly, the task is much larger than first thought and there is a great deal of revamping to be done. The Committee is having healthy debate over the wording to be used in all areas and working to minimize the duplication of information within the existing manual. A conference call is to be scheduled shortly for a preliminary run through of ALL proposed updates, eliminations and/or corrections. I foresee multiple conversations to accomplish the final product, however I believe that we can finish the manual if tackled at our yearly face to face meeting. We will do our best to finish it in a timely fashion.

## **NDEC's Annual Meeting:**

The NDEC is scheduled to another face to face meeting with its members in 2019. If at all possible, I feel that the idea of holding the meeting at the same time and location as the BOD's (as we did in Los Angeles in 2017) would be appropriate. However, it is not a must if the location or timing doesn't work for all. I would have liked to discuss the possibility and options, however my presence is not possible for this meeting. I was going to explore a budget for the meeting, but time and location are critical to propose an actual number to the BOD. Lacking that, I would ask for an approval to being planning the meeting using the total from our prior Los Angeles meeting as a working estimate of costs.

## **Instructor Training Schools:**

We have 2 ITS's in the active planning stages:

*National Capital Chapter* – They are supplying most of the items needed. We are in the early planning stages with the Chapter and plan to send a facilitator and a mentor coordinator due to the fact that this is their first National ITS event. The budget is being worked on currently, but a working estimate would be \$2,000.

*Lone Star Chapter* – This event is coming up and the Regional DEC is planning on attending. They seem to have all the personal that they need for the event and have not asked for any assistance from the NDEC. However, in speaking with the RDEC today, he said he didn't know there was money available for this ITS, so as of the writing of this report, any possible funds are unknown. Since they have done this before, the only budgetary items I could justify would be the RDEC's travel to the event to oversee the ITS operations and to ensure they are to standards.

## **Autocross Program/Manual:**

Ever since just before the NDEC Congress, I have been speaking with Michael about putting out the new manual as it was not done for O'fest in Pittsburgh and nothing has been heard from him since. He did not make the NDEC meeting, which was VERY unfortunate, but family commitments seemed to be a hurdle for him and seem to have been in arranging a time to speak with him. After the NDEC, I communicated that there needs to be a webinar or Conf. Call with those who are going to be putting on Autocrosses and that there needs to be both clear explanations and direction given. To date, I have not seen anything put out, received a request to set up a call, webinar or meeting for the Autocross program, nor has he made an attempt to put out any version of the new manual. His draft of what he envisioned seems to be more than what he was asked for and all the reviewed it

have been less than excited by what they see. This is the status of the Autocross chair position and am starting to feel as if the position may need to be reassigned with a clear mission imparted upon the person taking on the task or I will need to give Michael one last chance to handle the task assigned to him. That being said, I did not pick Michael for the job, I did not hand him his assignment and I admittedly don't have a clear view of what a successful outcome to his position looks like or entails and need to understand his mission. Otherwise, I would suggest the BOD consider replacing the current Chairperson with someone who will take charge of that particular program and develop what is needed for it's success.

## **Quarter's Incidents Update: Q1 2019**

### **Pacific Region - The Golden Gate Chapter's 2/24/19 AutoX at Marina Airport.**

The Golden Gate Chapter had an incident at their AutoX wherein an instructor (with a student in the car while driving someone else's vehicle) hit both the brake and the gas at the same time and went off course colliding with a parked vehicle that was in the staging lane for the next session. The insurance certificate was requested and issued as required.

The collision was minor and there were no injuries. A review of the layout for the event shows proper distances were accounted for, however the area where the collision took place was near the end of a higher speed section of the course where more than the minimum distance from staged vehicle would have been more appropriate. A review of the event map was done and the Regional DEC (me) had a chat with the event organizer pointing out the preferred changes to both the course lay out and the distance the staging area is from the course, over all. The organizer said he would implement the suggested changes. The Regional DEC may choose to review the next events track/facility layout map to ensure this was done.

### **Pacific Region - San Diego Chapter's 3/3/19 Driving Tour.**

The San Diego Chapter had a driving tour from Rancho San Diego Town Center to Acorn Casino with 23 participants. A long time club member was driving his 1989 325i in damp conditions on a twisty road. The driver said the car felt like it was getting a flat and then all of a sudden he just remembers going off the road after a turn. The car rolled down the embankment and initially landed on its roof, but ultimately came to rest right side up. The driver said he did not sustain any injuries both at the scene and during our conversation. The car sustained major damages and has been declared a total loss.

If the loss was caused by a flat tire, as suggested, no further follow up is necessary as the report was timely, the account accurate and all the required forms were forwarded right away. The insurance certificate was requested and issued as required, plus it was included with the report.

### **South Atlantic Region: Peachtree Chapter's 3/2/19 HPDE at Road Atlanta.**

#1 was an advanced solo driver who simply spun in T5 and impacted the outside wall due to applying too much throttle mid-turn. Driver was checked by medical personal for precautionary reasons and released with no noted injuries.

#2 was a "seasoned instructor" who experienced a mechanical breakdown of his rear sway bar heading into T2 which caused a snap spin. As a result, he impacted the inside wall at T2. Driver was checked by medical personal for precautionary reasons and released with no noted injuries.



The incidents were isolated driver input errors wherein driver counseling are the most obvious solutions. No follow up was necessary beyond what the Chapter advises they have already done. The insurance certificate was requested and issued as required.

However, during the process of looking into the incidents, it was discovered that their Tech form could use improving and that some items were not checked off on the car that had the mechanical failure. Furthermore, they have a "Driver's license verification form" that is much more than that. It is a release form and an insurance statement/declarations that says "...said vehicle will be fully covered by a liability and property damage insurance policy in full effect during the school." It has lines for the participant's name & signature, as well as the date with a space for a copy of a driver's license. Nowhere does it ask who owns the car, proof of ownership nor does it identify the insurance policy to which the signer is attesting to. This has been addressed with the Chapter and they have been requested to revise their tech form with specific items to be included and advised on both the content and implications of using their "Driver's license verification form." The Regional DEC is awaiting the form revisions and will forward a copy once they become available for my review.





BMW CCA  
Board of Directors Annual Meeting  
March 30, 2019  
BMW CCA Headquarters  
Greer, SC

BMW Car Club  
of America





**BMW CCA ANNUAL MEETING  
Greenville, SC  
SATURDAY, MARCH 30, 2019**

**AGENDA**

**5:00 PM - Call to Order**

**Introduction:** Board Members, National Staff, National Service Officers, Invited Guests.

**Minutes:** Approval of 2018 Annual Meeting Minutes

**Treasurer's Report** – Brian Thomason, BMW CCA Treasurer

**Membership Report** – Frank Patek, II, BMW CCA Executive Director

**President's Report** – Steve Johnson, BMW CCA President

**Certification of National Election Results** - Frank Patek, II, Executive Director

**Installation of New Officers** – Steve Johnson

**Appointment of National Service Officers** – Steve Johnson

**Designation of location and time for 2020 Annual Meeting**

**Adjournment**



**BMW CCA ANNUAL Meeting  
Greenville, South Carolina  
Saturday, April 21, 2018**

***Minutes***

**1. *Call to Order***

The meeting was called to order by President Steve Johnson at 3:45 PM EST.

**2. *Attendees***

There was a quorum with the following in attendance;

**Board Members:** Steve Johnson, President; Eddy Funahashi, Executive Vice President; Darlene Doran, Secretary; Brian Thomason, Treasurer; Jeff Gomon, South Central RVP; Tim Beechuk, North Central RVP; Dwayne Mosley, South Atlantic RVP; Jeff Cowan, Pacific RVP; and Lou Ann Shirk, North Atlantic RVP.

**National Office and *Roundel*:** Frank Patek, Executive Director; Lindsey Branston, Director of Financial Operations; Stephen Elliott, Director of IT; Steven Schlossman, Chapter Services; Heather Tollison, Controller; Chris Hennecey, Director of Corporate Relations; Edward Tamsberg, IT; Satch Carlson, *Roundel Editor in Chief* and Michael Slaff, *Roundel Advertising*.

**Others in Attendance:** David Rose, Green Mountain Chapter; Nick Parente, Boston Chapter; Ian Branston, Sandlapper Chapter

**3. *Minutes***

The minutes of the 2017 Annual Meeting were approved at the Annual Board Meeting on April 21, 2018.

***Motion:*** Darlene Doran made a motion to approve the 2017 Annual Meeting minutes, Brian Thomason seconded the motion. Motion passes unanimously.

**4. *Treasurer's Report***

Brian Thomason presented the Report of Treasury and reported 2017 ended with \$344,964.00 expenses in excess of income and Member Equity of \$1,466,601.00.

**5. *Membership Report***

Frank Patek, II BMW CCA Executive Director reported that membership as of the end of February was 66,253.

**6. *President's Report***

- President Steve Johnson reports
  - ◆ BMW CCA membership is declining
  - ◆ 2017 expenses were in excess of revenue



- ◆ We are very fortunate to have the hard working and dedicated staff at our National office and we sincerely thank them all.

## **7. Certification of National Election Results**

### **President**

Steve Johnson – Uncontested vote

### **South Atlantic Regional Vice President**

Dwayne Mosley – Uncontested vote

### **North Central Regional Vice President**

Tim Beechuk - Uncontested vote

**Motion:** Steve Johnson made a motion to ratify the acclamation of all uncontested votes. Motion was seconded by Darlene Doran. Motion passes 9 -0.

## **8. Installation of New Officers**

President Steve Johnson welcomed back Dwayne Mosley, South Atlantic RVP and Tim Beechuk, North Central RVP of the BMW CCA.

### **Appointment of National Service Officers**

President Steve Johnson announced the appointment of the 2018 National Service Officers as follows:

#### **Technical Service Officers**

Carl O. Nelson - Chair

Jennifer Morgan

Robert Charlson

Paul Muskopf

Brett Hurless

Dan Patzer

Oscar Velez

**Motion:** Steve Johnson moved to approve the appointment of the 2018 Technical Service Officers. Motion was seconded by Jeff Cowan. Motion passes 8- 1 absent.

#### **BMW CCA Ombudsmen**

John Gamel - Chair

Barry Kleckner

David Levin

**Motion:** Dwayne Mosley moved to approve the appointment of the 2018 Ombudsmen Officers. Motion was seconded by Eddy Funahashi. Motion passes 8- 1 absent.

#### **Driving Events Committee**

Steve Stepanian - Chair

Bill O'Neill – North Atlantic

Scott Meyer – South Atlantic

Tim Beechuk - Board Liaison

Steve Stepanian – Pacific Region

Bruce Heersink – South Central

Fred Bell – North Central

**Motion:** Steve Johnson moved to approve the appointment of the 2018 Driving Events Committee. Motion was seconded by Eddy Funahashi. Motion passes 8- 1 absent.

***Recognition Committee***

Ian Branston – Chair  
Open – Pacific Region  
Open – South Central Region  
M. L. Hillard – North Central Region  
Leslie Moyer – South Atlantic Region  
Open – North Atlantic  
Lou Ann Shirk – Board Liaison

**Motion:** Steve Johnson moved to approve the appointment of the 2018 Recognition Committee. Motion was seconded by Jeff Cowan. Motion passes 8 – 1 absent.

***Tech Committee***

Ian Dunn- Chair  
Athena Brekke  
Alex Casey  
Josh Butts

**Motion:** Steve Johnson moved to approve the appointment of the 2018 Tech Committee. Motion was seconded by Darlene Doran. Motion passes 8 – 1 absent.

***9. Resolution to change bank records to reflect current officers (if applicable)***  
None Required

***10. Designation of location and time for 2019 Annual Meeting***

First or Second Quarter 2019 – with no specific date or location

***11. Adjournment at 4:35 PM EST***

**Motion:** Tim Beechuk moved to adjourn the Annual Meeting and Jeff Cowan seconded the motion. Motion passes unanimously.





March 30, 2019

BMW Car Club of America  
640 South Main St, Ste 201  
Greenville, SC 29601-2564  
Tel 864-250-0022

**Annual Meeting  
Report of Treasury**

Brian Thomason, Treasurer  
Tel 805-267-9135  
treasurer@bmwcca.org

Preliminary Income Statement – Period Ending December 31, 2018

	January 1 – December 31, 2018	Budget
Ordinary Income/Expense		
Total Income	\$5,845,597	\$5,856,023
Total Cost of Goods Sold	(1,231,862)	(1,259,903)
Gross Profit	\$4,613,735	\$4,596,120
Total Expense	(4,866,463)	(4,591,420)
Net Ordinary Income	\$ (252,728)	\$ 4,700
Net Other Income	419,235	44,500
Net Income	\$ (166,507)	\$ 49,200

Preliminary Balance Sheet – as at December 31, 2018

Assets	
Total Current Assets	\$2,252,378
Total Fixed Assets	2,071,776
Total Other Assets	1,173,743
Total Assets	<u>\$5,497,897</u>
Liabilities & Equity	
Total Current Liabilities	<u>\$3,877,568</u>
Total Liabilities	3,877,568
Total Equity	1,620,329
Total Liabilities & Equity	<u>\$5,497,897</u>

The preliminary amounts reported above were as of April 20, 2018.

Respectfully submitted,  
Brian Thomason

Treasurer



## MEMBERSHIP REPORT

February-08	
Primary	66,252
Associate	9,687
Total	75,939

February-14	
Primary	62,284
Associate	7,894
Total	70,173

February-09	
Primary	64,693
Associate	9,537
Total	74,230

February-15	
Primary	61,680
Associate	7,855
Total	69,535

February-10	
Primary	62,807
Associate	9,305
Total	72,112

February-16	
Primary	61,607
Associate	7,963
Total	69,570

February-11	
Primary	61,201
Associate	8,833
Total	70,034

February-17	
Primary	61,220
Associate	7,835
Total	69,055

February -12	
Primary	60,693
Associate	8,410
Total	69,103

February-18	
Primary	58,571
Associate	7,682
Total	66,253

February-13	
Primary	61,853
Associate	7,735
Total	69,638

February-19	
Primary	58,310
Associate	7,355
Total	65,665



# Service Officers 2019

## **Technical Service Advisors**

Carl Nelson — Chair  
Brett Hurless  
Jennifer Morgan  
Dan Patzer  
Paul Muskopf  
Robert Charlson  
Oscar Velez

## **BMW CCA Ombudsmen**

John Gamel — Chair  
David Levin  
Barry Kleckner

## **Driving Events Committee**

Steve Stepanian — National Chairman  
Steve Stepanian — Pacific Region  
Bill O'Neill — North Atlantic Region  
Fred Bell — North Central Region  
Bruce Heersink — South Central Region  
Scott Meyer — South Atlantic Region

## **Recognition**

Dee Sutton —Chair  
Dee Sutton —South Central Region  
Delight Lucas – Pacific Region  
Leslie Moyer – North Central Region  
Lou Ann Shirk—South Atlantic Region  
—Board Liaison

## **Tech Committee**

Ian Dunn — Chair  
Josh Butts  
Athena Brekke  
Alex Casey





