

**BMW Car Club of America
Board Meeting
Embassy Suite Logan, Boston, MA
August 3, 2019**

Saturday, August 3, 2019

1. Call to Order

The meeting was called to order by President Steve Johnson at 8:30 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; Jeff Caldwell, 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; Len Rayburn, Creative Director; and Satch Carlson, *Roundel* Editor-in-Chief.

Chairs: Shaun McKenzie, Club Race

BimmerLife: David Rose

Guest: Ian Branston, Sandlapper Chapter

3. Minutes

The minutes of the June 7, 2019 Board Meeting were approved by vote during the July 11, 2019 Conference Call. Reading of the minutes will be waived.

Motion: Darlene Doran made a motion to accept the minutes of the June 7, 2019 Board Meeting. Steve Johnson seconded the motion. Motion passes 8-1 absent

Affirmation of votes on conference calls since last Board Meeting.

- **Motion:** Eddy Funahashi made a motion to accept the E21 SIG application. Jeff Gomon seconded the motion. Motion passes 9-0
- **Motion:** Steve Johnson made a motion to appoint Shaun McKenzie as our new Club Race Chairperson. Darlene Doran seconded the motion. Motion passes 9-0
- **Motion:** Jeff Caldwell made a motion requesting the NJ Chapter/E30 M3 SIG event scheduled for September 21, 2019 be given regional status. Jeff Gomon seconded the motion. Motion passes 9-0

Motion: Steve Johnson made a motion to affirm the above votes via email and/or conference calls. Darlene Doran seconded the motion. Motion passes 8-1 absent

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4. Reports

- 4.1 *President*
Steve Johnson had nothing to add to his pre-meeting report.
- 4.2 *Executive Vice President*
Eddy Funahashi had nothing to add to his pre-meeting report.
- 4.3 *Secretary*
Darlene Doran had nothing to add to her pre-meeting report.
- 4.4 *Treasurer*
Brian Thomason added to his pre-meeting report that the net income line was incorrect as we have not included 2019 Oktoberfest revenue.
- 4.5 *South Atlantic RVP*
Dwayne Mosley had nothing to add to his pre-meeting report.
- 4.6 *North Atlantic RVP*
Jeff Caldwell had nothing to add to his 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 nothing to add his pre-meeting report.
- 4.10 *Executive Director*
Frank Patek had nothing to add to his pre-meeting report.
- 4.11 *Roundel*
Satch Carlson had nothing to add to his pre-meeting report.
- 4.12 *Driving Events Committee*
Steve Stepanian had nothing to add to his pre-meeting report.
- 4.13 *Club Racing Committee*
Shaun McKenzie had nothing to add to his pre-meeting report.

5. Review Action Items

6. Discussion Topics

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6.1 *National Events*

6.1.1 Oktoberfest 2019

Frank Patek requested all board members be available to help during the event. Currently, we have 1103 registered for the week, of which 813 registered for the BBQ at CCA Headquarters. The Saturday evening dinner at the Winery will be relocated. Higher than normal attendance will exceed capacity and the cost of tenting would make it unaffordable. Instead Eagle Mountain will come to us and offer a tasting event before dinner and onsite sales. All meals are at or near capacity. Our opening night dinner will feature a show by the ladies from Café and Then Some. Friday night is the BMW Motorsport dinner at the Hyatt. Currently, we have three (3) \$99 programs at the BMW Performance Center and a waiting list for a potential fourth. Autocross will be at Michelin's Laurens Proving Grounds. We have sold out on the Concours and will have 85-90 cars signed up. Members will have another opportunity to display their cars at the headquarters on Saturday. Participants prefer to have all vehicles parked within their groups.

David Rose reports the media project for our 50th year is well on its way to completion. He needs to digitize the submissions received from CCA members. David will be assembling a trailer and highlight reel. Scott Hughes and Dan Tackett have submitted information to David. David will be reaching out to Erik Wensberg for additional footage. Frank would like to have the video on display at headquarters on Saturday while CCA members are wandering through the property. David will contact Ken Sparks as a possible voiceover for the video. David will be contact Rob Mitchell, Erik Wensberg, Larry Koch and Tom Plucinsky for interviews as our guiding voices of BMW.

6.1.2 Chapter Congress 2019

Lindsey Branston reports Chapter Congress will be held November 1-3, 2019. (the schedule for Friday has not been determined, but includes some breakouts). The meeting will be held at the:

SHERATON DFW AIRPORT HOTEL

4440 W. John Carpenter Freeway, Irving, TX 75063

Presidents and Treasurers are asked to be in attendance. Others are welcome at their expense.

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We will pay for a shared room (or ½ a single room) for Friday and Saturday nights, group meals, and reimbursement up to the max airfare listed.

There will be a list of max airfare reimbursements soon and we will publish. These fares will be based on a departure no earlier than 7am, if greater than \$100 more expensive for a flight with a connection, a connection will be built in, Spirit Airlines will not be included, however Jet Blue, Frontier and Southwest will be considerations (if a carrier like Frontier is selected, the price of a carry-on bag will be built in to the max reimbursement). Fares will be based on economy tickets (not basic economy or economy plus) and fares will be based on leaving no earlier than 12pm on Sunday (program will go from 9-11AM on Sunday).

6.1.3 Future Event 2021

Frank Patek reports that French Lick Resort remains a possibility for an event. The Mercedes Benz Club, and the MOA have expressed an interest in holding a joint event with CCA in French Lick., Events would be autocross, concours and car control clinic. Chris Hennecey is 100% against this location.

Frank Patek reported an event in Savannah would be cost prohibitive. Hotel rates varied from \$209 - \$229/nt. The Westin on Hutchinson Island declined to even make an offer.

We have two (2) decent offers on Hilton Head Island. The Marriott is at \$159/night and Sonesta Resort at \$169/night. Frank spoke with Carolyn Vanage and the Hilton Head Island Concours will be willing to work with us if we hold the event over the weekend of their concours.

The DC area is an option since Summit Point has been sold. We have a large CCA presence in the area. The new owners have updated the facility. We need to have a conversation with Paul Seto, President of the National Capital Chapter to determine if the chapter has an interest in hosting a national event.

7. National/Regional Events

7.1 *Updates*

7.1.1 The Vintage

7.1.2 Bimmerfest

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- 7.1.3 Vintage at Saratoga, July 12-14, 2019
Jeff Caldwell reports this event will move to October in 2020.
- 7.1.4 Pittsburgh Vintage Grand Prix – July 19-21, 2019
Frank Patek reports attendance was lighter than normal due to the very hot weather.
- 7.1.5 Monterey Legends / Festorics Weekend, August 16-18, 2019

8. National Programs and Services

8.1 *Updates*

8.1.1 IT

Stephen Elliott reports ongoing issues with AssociationAnywhere. He is working with ACGI to update the First Coast and Gulf Coast Chapter member rolls for combination with Florida Suncoast. Additionally, he created a new membership report that can be found inside of the Executive Directors Report.

8.1.2 Club Racing

Shaun McKenzie reports the themes he is communicating to club racers are transparency, accountant ability, volunteerism and cooperation. The balance scorecard is broken down as Leadership and Management, Contributory Chapter Revenue; Marketing, Promotion and Recruitment, Increase in Sponsorship & Contingency Contributions; Safety and Compliance, Compliance Checks per year; and Racer Engagement, Net promoter score. We would like to start a mentorship program and expand into a Time Trial program. We want to leverage all social media and our website.

8.1.3 Driving Events

Tim Beechuk reports from the last DEC Congress a Lead/Follow Program was proposed. The committee is not completely on board yet.

Proposal - Lead Follow

This is a proposal to create a new instructional format utilizing a Lead/Follow format which would allow ALL cars to experience the race track at greater than highway speeds but limited to 95 mph or less.

All cars; Open Top Roadsters, Hard Top Convertibles, SUV's/SAV's would be allowed.

All drivers wear helmets meeting our current standards.

No passengers in the student cars.

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This is to fit into a normal DE weekend as a separate run group for 1 day or all days.

All cars will be led by a "Lead Car" with an instructor driving the preferred line of the race track. Speeds are not to exceed 95 mph. The maximum of 3 cars will be behind each Lead Car. The Lead Car will keep in visual contact with their 3 cars and adjust their speed to keep a 2-4 car spacing between cars. The speed is controlled by the slowest car in that group.

This is not to be seen as an attempt to get open top cars on the track in any group other than this.

Classroom sessions are an essential part of this experience.

8.1.4 Charity Matching Funds

Frank Patek reports we have a request for funds to help incentivize chapters to increase their participation in the Street Survival Program. The thought is to produce a lightweight jacket for all coaches logoed with Street Survival. An option for the program for next year is to start a point system for organizers, coaches and volunteers. The jackets will say BMW Car Club of America Street Survival volunteer on them.

Motion: Tim Beechuk made a motion to use \$5K for the Street Survival Program to incentivize chapters, who have not had prior participation in the Street Survival program. This will also include chapters who have not participated in the program in the last 3 years and/or chapters who have participated more recently than they have historically done in the past. Steve Johnson seconded. Passes 9-0

Motion: Steve Johnson made a motion to discontinue the Charity Matching Funds Program for the year 2019. There was simply no room in this year's budget for this important program. Jeff Cowan seconded. Passes 9-0

8.1.5 Raffle

Chris Henneey reports this year's raffle is off to a great start. Ticket sales are 800 tickets ahead of last year and every year except 2016. Dinan has provided 5 of 6 videos for the one of one M2. The M2 is on the cover of *Roundel* and an article as well.

8.1.6 SIG's

Eddy Funahashi reports he indicated to Joel Palmer, who leads the E21 SIG, it may take a few months before the SIG shows up in the *Roundel*. Eddy also reiterated to Joel that members of the E21 SIG need to be BMW CCA members as written in the BMW CCA Operations Manual.

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8.1.7 Roundel

8.1.8 Member Committees

8.1.8.1 Recognition Program Committee

Ian Branston reports the committee is in a bit of a lull before we get into the nomination season. The season will pick-up after Oktoberfest. Friends of BMW CCA awards will be presented to recipients during Oktoberfest. The committee will call on the RVPs to assist in promoting Recognition Program.

8.1.8.2 Technology Committee – Nothing at this time

8.1.8.3 Election Vetting Committee

Steve Johnson indicated that the board would authorize this committee.

Motion: Steve Johnson made a motion to nominate a vetting committee to assist with prospects for future board nomination positions. The Committee will consist of 5 individuals and be formed after the first of the year. Passes 8-1 absent

8.1.9 National Office

8.1.9.1 BWM CCA Headquarters

Frank Patek reports the lower level of the building had a flood due to a heavy amount of rain. We will need to have a French drain installed immediately. There are several items still pending completion before Oktoberfest. The garage doors and driveway have been completed and look great.

Motion: Steve Johnson made a motion to authorize an additional \$150,000 for the possible completion of Phase I of our new headquarters facility. Jeff Caldwell seconded. Passes 9-0

8.1.9.2 BMW CCA Business Plan - Reorganization Committee

Steve Johnson would like the board to authorize a committee of 6 individuals for assistance in our reorganization. This committee will be hands off from the Board and are equal to all BMW CCA members.

Motion: Steve Johnson made a motion to accept the list of nominations below as a committee to look at our business plan and make suggestions to reorganize BMW CCA. Darlene Doran seconded the motion. Motion passes 8-1 absent

Paul Dunlevy, Chair; Paul Seto, Kenny Raway, Steve Stepanian, Brian Lee and Stan Dale

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- 8.1.9.3 BMW CCA Growth
Frank Patek reports that membership trends are up from 2018. Associate memberships have tripled from 2018. Currently, we are out pacing numbers from the 5 year trend and 2018.
- 8.1.9.4 BimmerLife Newsletter Progress
Len Rayburn reports the submission deadline for our first publication will be November 15, 2019. He further indicated what Michael Slaff will need to tackle the advertising sales. How the publication will be structured and what part is best for regional verses national ads. Michael will work closely with Chris Hennecy with the advertiser media. The back half of the publication will be for the chapters of each region. CCA will be sending out a letter with a list of basic information needed from each chapter.
- 8.1.9.5 Dues Increase Postponement
Frank Patek reports the dues increase will be made effective by January 1, 2020. All current members will be given a period to upgrade their membership prior to the increase.

9. Policy and Administration

- 9.1 Ombudsman – Nothing at this time
- 9.2 Benefits Update – Nothing at this time
- 9.3 BMW Clubs International
Frank Patek reports BWM CCA is hosting the 2019 meeting of the International Council of the BMW Clubs in conjunction with Pazifik Escapades. The host hotel is the La Quinta Resort and Spa in La Quinta, CA. Our Pacific Region and BMW MOA will co-host a BMW Car and Motorcycle show on Saturday evening September 21 in Old Town La Quinta.
- 9.4 Operations Manual
Darlene Doran reports we are awaiting the final DE portion of the manual.

10. Foundation

11. Financial

- 11.1 2019 Status
Brian Thomason reports that our net income does not reflect (timing of these events) Oktoberfest revenues and Raffle. We have \$64,000 in depreciation expense that is not actual cash out lay. The new headquarters will be

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depreciated for 27½ years. Brian will be checking into investing our deferred revenue in something that will give a better ROI.

12. Chapter Issues

12.1 RVP Conference Call schedule for 2019

Pacific Region – 8/6/2019 and 11/5/2019

South Central Region

North Central Region – 11/20/2019

South Atlantic Region

North Atlantic Region

12.2 RVP Chapter Visitation schedule for 2019

Pacific Region

Visitation Plans: Monterey Car Week, August 15-18, 2019; Pazifik Eskapade, September 20-22, 2019; GGC HPDE, November 9-10, 2019

South Central Region

Visitation Plans: No Excuses Driving School, November 8-10, 2019

North Central Region

Visitation Plans:

South Atlantic Region

Visitation Plans: VIR IMSA Race, August 23-25, 2019

North Atlantic Region

Visitation Plans: DelVal HPDE August 17-18, 2019; NJ Chapter Cars and Coffee SIGFEST, September 21, 2019

12.3 Referral Credits

Steve Johnson reports should chapter officers, committee members and/or members be allowed to receive referral credits for new members registering at an event i.e. autocross, driving school etc.?

Motion: Tim Beechuk made a motion to limit credit for new members recruited via chapter events to be credited to the chapter itself. Jeff Caldwell seconded. Passes 9-0

12.4 Corporate Status Non-Compliance

Badger Bimmers

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13. Membership

13.1 Membership

13.2 Sponsorship and Marketing

14. BMW NA

15. New Business

16. Future Meetings

16.1 Board Meetings
November 1, 2019

16.2 Conference Calls
September 10, 2019

17. Adjourn

Motion: Darlene Doran made a motion to adjourn at 3:37 PM EST. Jeff Cowan seconded.
Motion passes 9-0

**BMW Car Club of America
Board Conference Call
September 10, 2019**

Tuesday, September 10, 2019

1. Call to Order

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

2. Attendees

Board Members: Steve Johnson, President; Darlene Doran, Secretary; Tim Beechuk, North Central RVP; Jeff Gomon, South Central RVP; Jeff Caldwell, North Atlantic RVP; and Jeff Cowan, Pacific RVP.

Absent: Eddy Funahashi, Executive Vice President; Brian Thomason, Treasurer; and Dwayne Mosley, South Atlantic RVP

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

3. Update

Frank Patek reports that help from all board members will be mandatory for the upcoming Oktoberfest, especially during the Concours on Wednesday as we have 80+ cars to be judged. Parking the cars on Main Street will take some organization. We need volunteers who can be assertive and not afraid of taking a stern approach for getting member's cars out of the garage and onto Main Street for parking. We anticipate having folks complain they were unable to display their cars on Main Street as we don't have enough space for all judged and display cars. We will also need help with judging since there are so many cars in the judged category and we do have a timetable. We will also need a fair amount of help at the BMW CCA Headquarters with layout parking for the car show on Saturday morning and afternoon. We will be having two (2) tents for the events at Headquarters, 160x240 and 60x90. We will be having a Beach Boys Tribute Band on Saturday as well. We will be storing a vintage Parker Spooner car at headquarters during Oktoberfest.

Lindsey Branston reported that many of the activities are full or at capacity and we are at a point that all events will be closed. We will know the final Oktoberfest count tomorrow.

Frank Patek reports the new headquarters renovation is coming along nicely, We have seen great progress in the amount of time we have had thus far. The painting of the building has started and will make a significant difference in the appearance of it. The top will be a dark gray and the bottom will be white. The floor in the main room has been raised. The trim on all windows on the inside are completed. Baseboards are down and carpet should be installed next week. The drop ceiling has been started as well.

**BMW Car Club of America
Board Conference Call
September 10, 2019**

Steve Johnson reports the reorganization committee has been having conference calls each Wednesday for the month of September. Paul Dunlevy indicated the calls have been lasting for a minimum of one (1) to two (2) hours. The committee has decided to have an outline to assist in shortening the calls and make progress. The committee will put together an outline for our meeting the end of September. Paul feels the committee should have a responsible recommendation for our face-to-face meeting to give to the board.

Frank Patek reports the Chapter Congress will be held in Dallas, Texas at the Sheraton on November 1-3, 2019. The RVPs will be spending Saturday in Regional breakouts to bring all chapters up to speed on what changes will be implemented at the National Office and to answer as many questions as possible. During the breakout's, RVPs will need to emphasize the calendaring of all changes and all information for BimmerLife moving forward. We will also enlighten and give them a peek at the new publication. There will be substantial time spent on dues increase and the new direction of the club.

Jeff Gomon indicated one of his Presidents will not be able to attend Chapter Congress and wants to send his VP. What is the procedure to get the name changed at AmexTravel. The best idea is to respond by email and cc Lindsey on email and she has the appropriate information and will advise the new attendee.

Frank Patek had a meeting with Track Rabbit last week and was shown a very impressive presentation of how it works and the costs of the program. We owe Lockton and CCA a detailed discussion regarding Track Rabbit. This service is somewhat like MotorsportReg and is more compatible and the fees are less. Their fees are 3 1/4 percent, plus \$.45 per transaction verses the MotorsportReg fee of six (6%) percent. In some cases, the fees could "even out", but overall should be less. A real concern is since Haggerty has purchased MotorsportReg, they may force us to use the MSR service or lose them as a sponsor. Also, MotorsportReg has possession of all the data from our chapters and getting this data back from them could be problematic. We need chapters who are heavy users to try Track Rabbit and provide feedback. Steven Schlossman indicated to Frank the program is very easy to use.

Frank Patek reports he and Stephen Elliott will be meeting with our new customer service rep from ACGI as we are having many issues with the system. Hopefully, we can get some positive footwork from the new rep. This has been a long and laborious process and the amount of money spent is disappointing.

Frank Patek reports MOA is beyond interested in our other on-site building and have asked for lease rates for the bottom floor of it. MOA has been a long-term tenant with CCA and we have very good synergy with them. Frank will be contacting Brian Thomason, our treasurer, as to rates and what the CCA could be comfortable quoting as lease rates.

Steve Johnson indicated to Jeff Cowan that he would be making the board aware of a situation with the Hawaii Chapter as to their continued non-compliance status. The

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Board Conference Call
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chapter needs to operate on the island of Oahu as it is the only island that can support running a chapter. Steve also indicated that while on the road in Palm Springs, he will try to have a conversation with Jeff Cowan about this.

Jeff Caldwell reports a racer was injured at Summit Point in July. The driver is expected to make a full recovery.

Frank Patek reports the situation with the E30 Chapter is on hold until March 2020.

Lindsey Branston reports some are booking for Chapter Congress. All flights should be booked through AmexTravel. Should attendees not go through AmexTravel they will need to get approval from their RVP and Brian Thomason, CCA Treasurer.

Darlene Doran reminded all board members that the August 3rd minutes still need attention by many. Frank Patek emphasized the importance of reading the minutes and making sure what is written is what you recalled. This is only a 4 times per year responsibility. The minutes can be used should we ever get sued.

Jeff Gomon and Terry Sayther have some routes prepared for the tours of the 2002. They will also have a tech talk for members.

Jeff Caldwell reports he has had conversations with Michael Izor and Joe Chamberlain regarding having a North Atlantic Regional event similar to a mini Oktoberfest. Jeff will be meeting with Joe and Michael on September 21, 2019 to plan this annual event.

4. Adjourn at 8:00 PM EST

Motion: Darlene Doran made a motion to adjourn the conference call. Jeff Gomon seconded the motion. Motion passes 6-3 absent.

**BMW Car Club of America
Board Meeting
Dallas, Texas
November 1, 2019**

Friday, November 1, 2019

1. Call to Order

The meeting was called to order by President Steve Johnson at 8:32 AM CST.

2. Attendees

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

Absent: Jeff Cowan, Pacific RVP

National Office and Roundel: Frank Patek, Executive Director; Lindsey Branston, Director of Financial Operations; Chris Hennecy, Director of Corporate Relations; Len Rayburn, Creative Director; Steven Elliott, IT Director; Heather Tollison, Controller; Steven Schlossman, Member Services; David Rose, BimmerLife; and Satch Carlson, *Roundel* Editor-in-Chief.

Chairs: Steve Stepanian, DEC; and Shaun McKenzie, Club Race;

Guests: Paul Dunlevy, Tarheel Chapter; Shawn Halsey, Tidewater Chapter; Chris Boyles, Tidewater Chapter; Paul Seto, National Capital Chapter; Doug Verner, National Capital Chapter; Richard Stouder, Smoky Mountain Chapter; Bobbi Treen, Everglades Chapter; Jeff Cannon, Great Plains Chapter; Esteban Valentin, Sunshine Bimmers and Graig Neville, Windy City Chapter.

3. Minutes

The minutes of the August 3, 2019 Board Meeting were approved by vote during the September Conference Call. Reading of the minutes will be waived.

Affirmation of votes on conference calls since last Board Meeting.

- **Motion:** Jeff Cowan made a motion requesting regional status for the Sonora Chapter's annual Fort Huachuca Holiday of Homes Tour. Dwayne Mosley seconded the motion. Motion passes 9-0

Motion: Steve Johnson made a motion to affirm the above votes via email and/or conference calls. Darlene Doran seconded the motion. Motion passes 8-1 absent

4. Reports

4.1 President

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

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- 4.2 *Executive Vice President*
Eddy Funahashi had nothing to add to his pre-meeting report.
- 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 had nothing to add to his pre-meeting report.
- 4.6 *North Atlantic RVP*
Jeff Caldwell had nothing to add to his 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 nothing to add his pre-meeting report.
- 4.10 *Executive Director*
Frank Patek had nothing to add to his pre-meeting report.
- 4.11 *Roundel*
Satch Carlson had nothing to add to his pre-meeting report.
- 4.12 *Driving Events Committee*
Steve Stepanian had nothing to add to his pre-meeting report.
- 4.13 *Club Racing Committee*
Shaun McKenzie had nothing to add to his pre-meeting report.

5. Review Action Items

6. Discussion Topics

6.1 *National Events*

6.1.1 Oktoberfest 2019

Frank Patek reports Oktoberfest 2019 is complete and this is the last event for the year. The event was very successful with over 1300 attendees and all seemed to have a great time.

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6.1.2 National Event 2020

Frank Patek reports CCA will start working on next year's event in Palm Springs, September 2020. The host hotel will be the La Quinta Resort and Spa in Coachella Valley. We will do an evening car show in Old Town La Quinta.

6.1.3 National Event 2021

Frank Patek reports that we need to start the process for 2021 as venues are starting to fill up. This event will likely be four (4) days, as long weekend. Have the event tie in with the Hilton Head Island Concours.

Motion: Darlene Doran made a motion to use Hilton Head as our venue for the 2021 National event. Eddy Funahashi seconded the motion. Motion passes 7-2 absent

7. National/Regional Events

7.1 *Updates*

7.1.1 The Vintage, May 2020

7.1.2 Bimmerfest, May 2020

7.1.3 Flat Out Classic, June 5-7, 2020

7.1.4 Pittsburgh Vintage Grand Prix, July 17-19, 2020

7.1.5 Monterey Legends / Festorics Weekend, August 14-16, 2020

7.1.6 IMSA Corral VIR, August 21-23, 2020

7.1.7 SIGfest Extravaganza & New Jersey 50th, September 2020

7.1.8 Vintage at Saratoga, October 2020

7.1.9 Chapter Congress, October / November 2020

Motion: Jeff Caldwell made a motion to accept the Regional Events listed above. Dwayne Mosley seconded the motion. Motion passes 8-1 absent

8. National Programs and Services

8.1 *Updates*

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8.1.1 IT

Stephen Elliott reports CCA has transitioned to the Client Services and Relations department with ACGI. IT is working on a form so members can purchase gift memberships. IT continues to do clean-up work with ACGI on the 3 chapters in Florida that recently merged. A new chapter finder has been placed on our website. ACGI and CCA IT Staff continue to work together to facilitate the membership dues increase. Dwayne Mosley asked when new member contact information would be available. Cvent will be mobile friendly by 2020.

8.1.2 Club Racing

Shaun McKenzie reports he has only been in the position as Club Race Chair for approximately 100 days. Shaun has been listening to other club race members and has indicated he will stay on budget for 2020 +/- 3%. Positions available are Club race school director and five (5) racer advisors positions. Isi Papadopoulos and James Clay have been reaching out to sponsors to reinvigorate the relationship and discuss the value CR brings to them.

8.1.3 Driving Events

Steve Stepanian reports that the revised incident report forms are made available for use by the Chapters and a fillable version are made operational on the BMW CCA website. Edits to the DE Operations Manual has been delayed due to discovering an event that currently has no standards written for. Medical response is not up to the steward, if they roll tow truck, ambulance must go as well.

Motion: Dwayne Mosley made a motion to NOT allow hill climbs as a sanctioned event. Darlene Doran seconded the motion. Motion passes 8-1 absent

Lead follow for DE's – Steve Stepanian reports this event has to be well supervised and organized. Steve Johnson would allow the DEC to develop a rules package and guideline for the event.

8.1.4 Charity Matching Funds

Based on Board decision made at the Boston Meeting 2019 the program is currently closed.

8.1.5 Raffle

Chris Henneey reports the raffle closed on October 7 and drawing was held in Augusta, Georgia. This was our most successful raffle in history with a total of 51,317 tickets sold. This is more than 3,000 tickets greater than 2018. The drawing was held October 25 at Taylor BMW in Augusta, GA. We gave away ten (10) vehicles and a partial money prize. The entire drawing was filmed and we did a Facebook Live broadcast onsite announcing the winning ticket numbers. The full-length video and list of winners will be posted to the website

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once everyone has been successfully contacted. Chris will be working with Akrapovic for the 2020 raffle car.

8.1.6 SIG's

Eddy Funahashi reports the E21 SIG is slow to ramp up and not listed in the *Roundel* as of the December issue.

8.1.7 Roundel

Satch Carlson reports he doesn't want BimmerLife to have the perception as a replacement for the two (2) lost issues of *Roundel*.

8.1.8 Member Committees

8.1.8.1 Recognition Program Committee – nothing at this time

8.1.8.2 Technology Committee – nothing at this time

8.1.8.3 Election Vetting Committee – nothing at this time

8.1.9 National Office

8.1.9.1 BWM CCA Headquarters – nothing at this time

8.1.9.2 BMW CCA Business Plan – nothing at this time

8.1.9.3 BMW CCA Growth
Frank Patek reports membership is up approximately 4,000 since the first of the year.

8.1.9.4 BimmerLife Newsletter Progress
Len Rayburn reports the publication will be distributed March, 2020.

8.1.9.5 Dues Increase
Steve Johnson reports the dues increase will be effective February 1, 2020.

9. Policy and Administration

9.1 Ombudsman – nothing at this time

9.2 Benefits Update – nothing at this time

9.3 BMW Clubs International

Frank Patek reports the Counsel meeting and drive were very well attended and all seemed to enjoy what BMW CCA had provided.

**BMW Car Club of America
Board Meeting
Dallas, Texas
November 1, 2019**

9.4 Operations Manual – nothing at this time

10. Financial

10.1 2019 Status – nothing at this time

11. Chapter Issues

11.1 RVP Conference Call schedule for 2019

Pacific Region

November 5, 2019

South Central Region

North Central Region

South Atlantic Region

North Atlantic Region

11.2 RVP Chapter Visitation schedule for 2019

Pacific Region

Visitation Plans: GGC Thunderhill HPDE

South Central Region

Visitation Plans: No Excuses Driving School, November 8-10, 2019

North Central Region

Visitation Plans: Bluegrass Chapter Tour, 11/26/2019

South Atlantic Region

Visitation Plans:

North Atlantic Region

Visitation Plans: CVC Banquet, 11/23/2019

13. Membership

13.1 Membership

Frank Patek reports membership is up 4,000 since the beginning of 2019.

**BMW Car Club of America
Board Meeting
Dallas, Texas
November 1, 2019**

12.2 Sponsorship and Marketing

Chris Henneey reports he will need to have a three (3) year plan for events to give him plenty of time to contact vendors for sponsorship.

13. BMW NA

14. New Business

15. Future Meetings

15.1 Board Meetings

January 16-20, 2020 Santa Barbara, CA

April 25, 2020 Greenville

July 11, 2020 LA Area

15.2 Conference Calls

16. Adjourn

Motion: Brian Thomason made a motion to adjourn at 6:00 PM CST. Jeff Caldwell seconded the motion. Motion passes 8-1 absent

BMW CCA
Board of Directors Meeting
November 2, 2019
Sheraton DFW
Dallas/Fort Worth Airport, TX

**BMW Car Club
of America**



BMW Car Club of America
Board Meeting
Sheraton DFW Airport Hotel, Irving, TX
November 1, 2019

Agenda

Friday, November 1, 2019

8:30 am Call to Order

Introduction: Members, Guests.

Affirmation of votes 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
- Chapter Congress, November, 2019

New Requests

4. National Programs and Services

IT Update

Club Racing

Driving Events

- Rules/discussion on lead/follow for DE's.

Charity Matching Funds

- Incentive money for Street Survival from charity matching funds.

Raffle

SIG's

Roundel

Member Committees

- Recognition Program Committee
- Tech Committee
- Election Vetting Committee

National Office

- Headquarter updates
- Dues Increase Postponement
- BimmerLife newsletter progress
- Attendance Requirement - **Congress**
- Chapters required to pay anything – **Congress**

5. Policy and Administration

Ombudsman update
Tech Rep's update
Benefits Update
BMW Clubs International
Operations Manual
 - Driving Events
Chapter Newsletters and Communications
Strategic Plan

6. Foundation

7. Financial 2019

8. Chapter Issues

RVP Conference call schedule for 2019
RVP Chapter Visitation schedule for 2019
Chapter probation report
Minimum # of events requirement for chapters
Dealer engagement program
Corporate Status Non-Compliance
 Badger Bimmers & National Capital

9. Membership

Membership Drive
Marketing

10. BMW of North America

11. New Business:

Chapter Officer Referrals
Qualifications for CCA President
Reorganization and Regionalization
Chapter Websites/Regional Websites
Minimum # of events requirement for chapters
RVP travel policy and budgets

12. Future Meetings / 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

October 24, 2019

To: BMW CCA Board of Directors
BMW CCA Executive Director

Subject: President's Pre-meeting Report

Past Travel:

7/31 – 8/4 Boston Board Meeting \$858.61

9/11 – 9/29 International Council meeting \$492.20

10/11 – 10/21 Oktoberfest \$972.31

Planned Travel:

10/29 – 11/4 –Dallas meeting Board / chapter Congress

Discussion:

Regional newsletter progress

Discuss funding's (internal)

Continue discussing new business plan

Respectfully Submitted,

Steve Johnson
President, BMW CCA

October 10th, 2019

Pre meeting report

July 16th 2019 through current

To: All board members, Executive Director, BMW CCA

From: Eddy Funahashi

Subject: EVP pre-meeting report



Travel:

July 16th-17th Monterey Ca. Meeting w/Octagon/BMW NA Event/Nicklaus Club Staff - \$0.00

July 18th – 22nd Pittsburgh PA. PVGP - \$1119.00

August 1st – 4th Boston, MA. Board meeting - \$779.00

August 14th – 18th Monterey, CA. Legends of the Autobahn/Festorics -\$0.00

September 16th Visalia, CA. International Council dinner end of day 2 - \$0.00

September 20th - 22nd Palm Desert/La Quinta Village car show - \$91.30

September 27th – 30th El Segundo, CA. Reorganization Committee meeting - \$395. & \$48.

Future (Quarter) Travel:

October 13th – 21st Greenville, SC. Oktoberfest

October 31st – November 3rd Board meeting/Conference

December 13th 15th Monterey, CA. Pasadera/Nicklaus Club. A meeting with MB, Audi, and the management of Pasadera to discuss Legends of the Autobahn 2020.

Past (Quarter) Travel recap:

-July 16th – 17th Monterey CA. Meeting w/Octagon/BMW NA Event/Nicklaus Club Staff
Through twists and turns the results of this meeting was our 2019 production of Legends of the Autobahn.

-July 18th – 22nd Pittsburgh PA. PVGP

Another fine corral was produced by our Pittsburgh CCA Chapter.

Although understandably smaller, (When compared to Ofest) the core group for this chapter included many new volunteers, they all did a fine job despite unfavorable weather conditions.

This chapter never lost sight of their goal and were once again successful with their participation while donating funds to their chosen charity. Our CCA group sold a decent amount of merchandise and most importantly we were able to preview the club and sign up new members.

-August 1st – 4th Boston, MA Board meeting

Please refer to your notes and to our minutes.

-August 14 – 18th Monterey, CA. Legends of the Autobahn/Festorics

Our signature Concours event seems to be ever changing:

For 2019 we hosted a group of car aficionados called “Radwood”. This group is comprised of many 1980’s and 90’s cars. Although they have followers that have cars from all countries that fall within those years of manufacture we specified that they only allow their European variety of cars that were mostly BMW’s with some Audis and Mercedes.

It was their 1st year and we hope that this may become a yearly destination for this social media based group.

Our partners from Audi and Mercedes had a fine turnout and it appears that their members are entering their finest and rarest examples. Their attendance numbers remain healthy and continue to grow.

This year we also shared portions of the property with a group hired by BMW of N. America called Octagon. This company was there to facilitate a test ride and drive program of various BMW models. This addition to the weekend required us to make some changes to the way in which we produced the show and challenged us to create the blend that we had hoped for.

-September 16th Visalia, CA. International counsel dinner, day 2.

Day 2 of the International Counsel tour brought the caravan to Visalia.

Central CA. President, Wayne Wundram and myself arranged for this group a visit to the home and auto collection/memorabilia of Brian Blaine. An informal dinner followed in Visalia the evening prior to their departure.

-September 20th Palm Desert/La Quinta Village car show.

Wayne, (Representing the Central California Chapter) and I traveled to La Quinta Village to assist with their planned car show.

It was a great gathering including BMW motorcycles and attendees included members that were attending an event called Pazifik Eskapades that was held at the BMW Performance Center in Palm Desert, CA and produced by the LA Chapter, (With assistance from other Pacific Region chapters). Frank also arranged for entertainment via a former contestant of the show “The Voice”.

-September 27th – 30th El Segundo, CA. Reorganization committee meeting.

Steve, Frank, Darlene, Lindsey, (Ian) and I met with the committee to further discuss the related topic.

Non-Geographical Chapters and SIG

The E30 Chapter remains in a legal process and is progressing. There are other members that are taking an active role both with the leadership role and working within the legal process. The new leaders will be representing at Congress in November.

The **E31** group is alive and well through well attended gatherings and informative newsletters. They continue to meet the current minimum standards of a Non-geographical Chapter.

Our newest SIG the E21 group led by Joe Palmer is now a listed SIG within our magazine. This group appears to be well manned and Joe has a full understanding of the Ops requirement that participants of his group need to be BMW CCA members.

Respectfully,

Eddy

Eddy Funahashi

Official BMW Club

October 26, 2019

To: BMW CCA Board of Directors
BMW CCA Executive Director

Subject: Treasurer's Pre-Meeting Report

Travel

4Q2019 Board Meeting and Chapter Congress Dallas, TX 10/31-11/3, 2019
Flight: \$472.20
Hotel: TBD

Planned Travel

None

For Discussion

Raffle Results

Other Items

None

**Income Statement
For the Nine Months ended September 30, 2019**

To be provided at meeting.

**Balance Sheet
At September 30, 2019**

To be provided at meeting.

Respectfully submitted,
Brian Thomason

BMW Car Club
of America



BMW Car Club of America
Brian Thomason
Treasurer
5302 138th 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 September 30, 2019

	Sep 30, 19	Sep 30, 18	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Bill.com Money Out Clearing	0.00	2,070.00	-2,070.00	-100.0%
1000 · Cash				
1022 · Southern First Bank	10.68	10.68	0.00	0.0%
1024.01 · South State Bank				
1024SA · Tax Set Aside for Char. Purp.	16,952.00	0.00	16,952.00	100.0%
1024.01 · South State Bank - Other	1,333,999.88	3,142,103.31	-1,808,103.43	-57.54%
Total 1024.01 · South State Bank	1,350,951.88	3,142,103.31	-1,791,151.43	-57.01%
1024.02 · South State MM	1,001,353.85	0.00	1,001,353.85	100.0%
1032 · TD Bank Checking	100.01	100.01	0.00	0.0%
1050 · Petty Cash	25.00	25.00	0.00	0.0%
Total 1000 · Cash	2,352,441.42	3,142,239.00	-789,797.58	-25.14%
1030 · FSA (South State Bank)	8,173.85	3,979.18	4,194.67	105.42%
Total Checking/Savings	2,360,615.27	3,148,288.18	-787,672.91	-25.02%
Accounts Receivable				
1100.01 · Accounts Receivable				
1130.01 · A/R Foundation	67,697.04	-611.21	68,308.25	11,175.91%
1130.02 · A/R MOA	-128.40	-160.24	31.84	19.87%
1140 · Club Racing	2,675.00	4,500.00	-1,825.00	-40.56%
1199.01 · Other	-26,297.65	63,475.88	-89,773.53	-141.43%
1100.01 · Accounts Receivable - Other	8,318.62	54,474.22	-46,155.60	-84.73%
Total 1100.01 · Accounts Receivable	52,264.61	121,678.65	-69,414.04	-57.05%
Total Accounts Receivable	52,264.61	121,678.65	-69,414.04	-57.05%
Other Current Assets				
1200 · Investments				
1205 · Merrill Lynch	56,056.53	54,693.92	1,362.61	2.49%
1210 · State Street Research Fund	36,710.33	33,798.92	2,911.41	8.61%
1810 · Investment - BMW AG	34,877.04	44,525.36	-9,648.32	-21.67%
Total 1200 · Investments	127,643.90	133,018.20	-5,374.30	-4.04%
1300.01 · Inventory				
1305.01 · Club Logo Merchandise				
1305.05 · Oktoberfest Club Logo Merch	0.00	3,946.51	-3,946.51	-100.0%
1305.96 · Club Racing Logo Merch	1,725.52	2,393.92	-668.40	-27.92%
1305.01 · Club Logo Merchandise - Other	144,236.42	99,353.62	44,882.80	45.18%
Total 1305.01 · Club Logo Merchandise	145,961.94	105,694.05	40,267.89	38.1%
1306 · Promotional Merchandise	22,943.76	3,018.76	19,925.00	660.04%
1300.01 · Inventory - Other	15,565.45	13,364.86	2,200.59	16.47%
Total 1300.01 · Inventory	184,471.15	122,077.67	62,393.48	51.11%
1400.01 · Prepaid Expenses				

BMW Car Club of America, Inc.
Balance Sheet Prev Year Comparison
As of September 30, 2019

	Sep 30, 19	Sep 30, 18	\$ Change	% Change
1405 · Prepaid Insurance	67,100.02	55,156.58	11,943.44	21.65%
1410 · Prepaid Federal Income Taxes	12,685.00	31,985.00	-19,300.00	-60.34%
1411 · State Prepaid Taxes	3,135.00	7,635.00	-4,500.00	-58.94%
1412 · Prepaid Event Expense				
1412.05 · Prepaid Ofest Event Exp	53,924.45	6,962.65	46,961.80	674.48%
1412.96 · Prepaid Club Racing Event Exp	550.46	2,032.18	-1,481.72	-72.91%
1412 · Prepaid Event Expense - Other	19,094.80	1,438.81	17,655.99	1,227.12%
Total 1412 · Prepaid Event Expense	73,569.71	10,433.64	63,136.07	605.12%
1415 · Other Prepaid Expenses	13,927.26	28,818.45	-14,891.19	-51.67%
Total 1400.01 · Prepaid Expenses	170,416.99	134,028.67	36,388.32	27.15%
Total Other Current Assets	482,532.04	389,124.54	93,407.50	24.01%
Total Current Assets	2,895,411.92	3,659,091.37	-763,679.45	-20.87%
Fixed Assets				
1500 · Fixed Assets				
1501 · Land	600,000.00	0.00	600,000.00	100.0%
1505 · Building	1,215,645.44	332,736.79	882,908.65	265.35%
1505a · Building Improvements	203,076.57	0.00	203,076.57	100.0%
1510 · Equipment	144,943.13	316,315.62	-171,372.49	-54.18%
1515 · Furniture & Fixtures	4,747.42	96,900.11	-92,152.69	-95.1%
1520 · Database	238,699.07	0.00	238,699.07	100.0%
1599 · Fixed Assets in Progress				
1599.01 · Construction in Progress	232,423.18	0.00	232,423.18	100.0%
1599 · Fixed Assets in Progress - Other	0.00	309,356.97	-309,356.97	-100.0%
Total 1599 · Fixed Assets in Progress	232,423.18	309,356.97	-76,933.79	-24.87%
Total 1500 · Fixed Assets	2,639,534.81	1,055,309.49	1,584,225.32	150.12%
1550 · Accumulated Depreciation				
1555 · Accum. Depr. - Building	-33,153.93	-184,854.21	151,700.28	82.07%
1555a · Building Improvements Accum.Dep	-8,509.65	0.00	-8,509.65	-100.0%
1560 · Accum. Depr. - Equipment	-113,795.33	-311,716.49	197,921.16	63.49%
1565 · Accum. Depr. - Furn. & Fixt.	0.00	-95,720.21	95,720.21	100.0%
1570 · Accum. Depreciation - Database	-47,739.72	0.00	-47,739.72	-100.0%
Total 1550 · Accumulated Depreciation	-203,198.63	-592,290.91	389,092.28	65.69%
Total Fixed Assets	2,436,336.18	463,018.58	1,973,317.60	426.19%
Other Assets				
1600.1 · Suspense	2,383.62	8,286.33	-5,902.71	-71.23%
1700 · Certificates of Deposit				
1700.01 · Chelsea Financial Accr.Interest	20,354.65	695.28	19,659.37	2,827.55%
1700.06 · CD - First Financial Bank-USA	250,000.00	250,000.00	0.00	0.0%
1700.08 · CD - Benton State Bank	99,000.00	99,000.00	0.00	0.0%
1700.10 · CD - JP Morgan Chase Bank	250,000.00	250,000.00	0.00	0.0%
1700.15 · CD - HSBC- Purch. 2015	0.00	145,000.00	-145,000.00	-100.0%

BMW Car Club of America, Inc.
Balance Sheet Prev Year Comparison
As of September 30, 2019

	Sep 30, 19	Sep 30, 18	\$ Change	% Change
1700.16 · CD - First Nat'l BK of AMER	200,000.00	200,000.00	0.00	0.0%
1700.17 · CD - BOFI Federal	100,000.00	100,000.00	0.00	0.0%
1702 · CD - AMEX	235,000.00	235,000.00	0.00	0.0%
1714 · CD - Southern First H. Fisher	2,272.59	2,272.59	0.00	0.0%
Total 1700 · Certificates of Deposit	1,156,627.24	1,281,967.87	-125,340.63	-9.78%
1999 · FSA funds held at Data Path	1,500.00	1,500.00	0.00	0.0%
Total Other Assets	1,160,510.86	1,291,754.20	-131,243.34	-10.16%
TOTAL ASSETS	6,492,258.96	5,413,864.15	1,078,394.81	19.92%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000.01 · Accounts Payable	307,120.01	325,301.48	-18,181.47	-5.59%
Total Accounts Payable	307,120.01	325,301.48	-18,181.47	-5.59%
Other Current Liabilities				
2100.01 · Deferred Revenues				
2105.01 · Deferred Membership Dues	3,805,823.28	3,192,717.75	613,105.53	19.2%
2110.01 · Deferred Mailing Fees	17,386.18	11,508.27	5,877.91	51.08%
2115.01 · Deferred Advertising Revenue				
2115.07 · Def. Advertizing Rev. Digital	0.00	3,562.50	-3,562.50	-100.0%
2115.01 · Deferred Advertising Revenue - Other	23,600.15	5,750.03	17,850.12	310.44%
Total 2115.01 · Deferred Advertising Revenue	23,600.15	9,312.53	14,287.62	153.42%
2120 · Deferred sponsorship revenue	21,725.00	17,150.00	4,575.00	26.68%
2125 · Deferred Oktoberfest Spon. Rev.	164,480.00	0.00	164,480.00	100.0%
2126 · Deferred Event Reg Rev	249,008.00	0.00	249,008.00	100.0%
2170 · Deferred Revenues-Dealerships				
2170.01 · Def Rev-Dealerships-Northwest	2,258.00	2,426.00	-168.00	-6.93%
2170.05 · Def Rev - BMW El Cajon	0.00	946.00	-946.00	-100.0%
2170.06 · Def-Rev Jake Sweeney BMW	0.00	4,842.00	-4,842.00	-100.0%
2170.07 · Def-Rev Tom Bush BMW	-90.00	120.00	-210.00	-175.0%
2170.08 · Def-Rev BMW of Mobile	2,244.00	2,328.00	-84.00	-3.61%
2170.09 · Def Rev BMW of Akron	5,292.00	9,198.00	-3,906.00	-42.47%
2170.10 · Def Rev Critz BMW	1,764.00	882.00	882.00	100.0%
2170.11 · Def Rev- BMW of Fort Lauderdale	-126.00	2,772.00	-2,898.00	-104.55%
2170.12 · Def Rev-BMW of Lincoln	1,866.00	0.00	1,866.00	100.0%
Total 2170 · Deferred Revenues-Dealerships	13,208.00	23,514.00	-10,306.00	-43.83%
Total 2100.01 · Deferred Revenues	4,295,230.61	3,254,202.55	1,041,028.06	31.99%
2101 · Payroll Liabilities				
2102 · Accrued Vacation and Comp Time	50,783.99	36,643.96	14,140.03	38.59%
Total 2101 · Payroll Liabilities	50,783.99	36,643.96	14,140.03	38.59%
2200 · Payroll Tax Liabilities				

BMW Car Club of America, Inc.
Balance Sheet Prev Year Comparison
As of September 30, 2019

	Sep 30, 19	Sep 30, 18	\$ Change	% Change
2205 · Withheld Income Taxes	375.68	0.00	375.68	100.0%
Total 2200 · Payroll Tax Liabilities	375.68	0.00	375.68	100.0%
2201.01 · Sales Tax Payable	12.18	83.21	-71.03	-85.36%
2250 · Raffle PrizesPay & Unearned Rev				
2255 · Unearned Raffle Income	549,057.54	0.00	549,057.54	100.0%
2260 · Unclaimed Raffle Prizes Payble	0.00	276,908.20	-276,908.20	-100.0%
2250 · Raffle PrizesPay & Unearned Rev - Other	430,702.46	6,686.80	424,015.66	6,341.09%
Total 2250 · Raffle PrizesPay & Unearned Rev	979,760.00	283,595.00	696,165.00	245.48%
2280 · Payroll Benefits Withheld	-546.84	-517.44	-29.40	-5.68%
2300.01 · Deposits				
2398 · BMW NA Corral Deposits	5,000.00	0.00	5,000.00	100.0%
2500.01 · Foundation Donations	393.70	0.00	393.70	100.0%
Total 2300.01 · Deposits	5,393.70	0.00	5,393.70	100.0%
2400 · Accrued Expenses				
2420.01 · Accrued Membership Bucks Pay.	-4,374.01	6,690.00	-11,064.01	-165.38%
2430 · Accrued Set-Aside	16,952.00	0.00	16,952.00	100.0%
Total 2400 · Accrued Expenses	12,577.99	6,690.00	5,887.99	88.01%
2601 · FSA Funds Held for Employees	4,581.54	481.03	4,100.51	852.44%
Total Other Current Liabilities	5,348,168.85	3,581,178.31	1,766,990.54	49.34%
Total Current Liabilities	5,655,288.86	3,906,479.79	1,748,809.07	44.77%
Total Liabilities	5,655,288.86	3,906,479.79	1,748,809.07	44.77%
Equity				
3001 · Opening Bal Equity	1,164,528.76	1,164,528.76	0.00	0.0%
3900 · Retained Earnings	564,417.26	289,292.61	275,124.65	95.1%
Net Income	-891,975.92	53,562.99	-945,538.91	-1,765.28%
Total Equity	836,970.10	1,507,384.36	-670,414.26	-44.48%
TOTAL LIABILITIES & EQUITY	6,492,258.96	5,413,864.15	1,078,394.81	19.92%

BMW Car Club of America, Inc.
Profit & Loss Prev Year Comparison
January through September 2019

	Jan - Sep 19	Jan - Sep 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
4000 · Revenues				
4005 · Membership Dues				
4005.00 · Membership Dues	2,073,488.69	2,083,844.16	-10,355.47	-0.5%
4005.01 · Promotion Discounts	5,355.08	-7,323.54	12,678.62	173.12%
4005.96 · Club Race License	23,655.00	43,100.00	-19,445.00	-45.12%
4005.99 · Discounts (Staff Adjmts)	0.00	-8.00	8.00	100.0%
Total 4005 · Membership Dues	2,102,498.77	2,119,612.62	-17,113.85	-0.81%
4010.07 · First Class & Air Mail Revenue	4,243.77	3,089.58	1,154.19	37.36%
4015.07 · Classified Advertising Revenue	10,400.00	11,975.00	-1,575.00	-13.15%
4020.07 · Commercial Advertising Revenue	446,665.90	509,921.04	-63,255.14	-12.41%
4021.07 · Digital Roundel Advertising Rev	35,234.94	34,367.47	867.47	2.52%
4022.07 · Web-site Advert. Revenue	22,972.44	16,122.50	6,849.94	42.49%
4025.07 · Reprints Revenue	1,737.50	1,901.50	-164.00	-8.63%
4030.01 · Merchandise Sales				
4030.05 · Oktoberfest Logo Merch Revenue	0.00	9,195.78	-9,195.78	-100.0%
4030.96 · Club Racing Merch Sales	1,667.15	2,734.80	-1,067.65	-39.04%
4030.01 · Merchandise Sales - Other	153,796.16	115,999.40	37,796.76	32.58%
Total 4030.01 · Merchandise Sales	155,463.31	127,929.98	27,533.33	21.52%
4035 · Royalty Income				
4035.02 · Medjet Assistance Royalty	466.08	533.96	-67.88	-12.71%
4035.03 · Lockton Risk Svcs, Inc Royalty	0.00	208.98	-208.98	-100.0%
4035.05 · Allied Moving Benefits	0.00	70.00	-70.00	-100.0%
4035.06 · PartnerShip LLC	53.78	0.00	53.78	100.0%
4035.07 · Nationwide Royalty Income	16,000.00	16,000.00	0.00	0.0%
4036.01 · Bentley Books	10.13	11.99	-1.86	-15.51%
4038.96 · Club Race Logo Mdse.	0.00	30.39	-30.39	-100.0%
Total 4035 · Royalty Income	16,529.99	16,855.32	-325.33	-1.93%
4040.08 · Net Raffle Income	-2,070.89	664,451.22	-666,522.11	-100.31%
4045.01 · Registrations				
4045.05 · Oktoberfest Registration	0.00	243,488.75	-243,488.75	-100.0%
4045.06 · Festorics Registration Income	59,033.50	60,056.45	-1,022.95	-1.7%
4045.07 · Legends of Autobahn Registration	40,336.25	30,321.70	10,014.55	33.03%
4045.96 · Club Racing Registration	45,100.00	0.00	45,100.00	100.0%
4076.01 · Other Event Revenues				
4076.05 · Oktoberfest Other Event Revenue	3,600.00	0.00	3,600.00	100.0%
4076.01 · Other Event Revenues - Other	0.00	1,000.00	-1,000.00	-100.0%
Total 4076.01 · Other Event Revenues	3,600.00	1,000.00	2,600.00	260.0%
4045.01 · Registrations - Other	26,285.00	85,028.63	-58,743.63	-69.09%
Total 4045.01 · Registrations	174,354.75	419,895.53	-245,540.78	-58.48%
4050.01 · Sponsorship				
4050.05 · Oktoberfest Sponsorships	0.00	142,500.00	-142,500.00	-100.0%
4050.06 · Festorics Sponsorship	26,000.00	26,600.00	-600.00	-2.26%
4050.07 · Legends Sponsorship	60,000.00	63,000.00	-3,000.00	-4.76%
4050.96 · Club Racing Sponsorship	68,075.00	72,550.00	-4,475.00	-6.17%
4050.01 · Sponsorship - Other	28,750.00	34,500.00	-5,750.00	-16.67%
Total 4050.01 · Sponsorship	182,825.00	339,150.00	-156,325.00	-46.09%
4055.01 · List Rentals	2,000.00	2,000.00	0.00	0.0%
4090.01 · Other Revenues				
4092 · Administration Services Income	323,485.04	432,011.43	-108,526.39	-25.12%
4093 · Rental Income	16,000.00	0.00	16,000.00	100.0%
4090.01 · Other Revenues - Other	0.00	948.25	-948.25	-100.0%
Total 4090.01 · Other Revenues	339,485.04	432,959.68	-93,474.64	-21.59%
4095 · SC Sales Tax Income				
4095.00 · SC Sales & Use Tax Discount	0.00	13.39	-13.39	-100.0%
Total 4095 · SC Sales Tax Income	0.00	13.39	-13.39	-100.0%

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	Jan - Sep 19	Jan - Sep 18	\$ Change	% Change
4099.01 · Default Income	2,547.25	195.60	2,351.65	1,202.28%
Total 4000 · Revenues	3,494,887.77	4,700,440.43	-1,205,552.66	-25.65%
Total Income	3,494,887.77	4,700,440.43	-1,205,552.66	-25.65%
Cost of Goods Sold				
5000.01 · Direct Costs				
5005.00 · Chapter Dues Rebates				
5005.01 · Chapter Dues Rebates Forfeited	-2,347.98	-4,296.47	1,948.49	45.35%
5005.00 · Chapter Dues Rebates - Other	675,844.45	667,221.70	8,622.75	1.29%
Total 5005.00 · Chapter Dues Rebates	673,496.47	662,925.23	10,571.24	1.6%
5010.01 · Cost of Merchandise Sold				
5010.05 · Ofest Logo Cost of Goods Sold	0.00	4,949.79	-4,949.79	-100.0%
5010.96 · Club Racing Cost of Goods Sold	523.38	259.69	263.69	101.54%
5010.01 · Cost of Merchandise Sold - Other	98,951.05	69,023.96	29,927.09	43.36%
Total 5010.01 · Cost of Merchandise Sold	99,474.43	74,233.44	25,240.99	34.0%
5016.07 · Roundel Advertising Rep	86,262.97	105,254.20	-18,991.23	-18.04%
5020.01 · Credit Card Fees	123,849.12	97,705.26	26,143.86	26.76%
Total 5000.01 · Direct Costs	983,082.99	940,118.13	42,964.86	4.57%
Total COGS	983,082.99	940,118.13	42,964.86	4.57%
Gross Profit	2,511,804.78	3,760,322.30	-1,248,517.52	-33.2%
Expense				
6005 · Salaries & Wages	771,383.98	787,736.47	-16,352.49	-2.08%
6006 · Payroll Taxes	65,526.01	68,808.13	-3,282.12	-4.77%
6007 · Employee Fringe Benefits	155,584.74	149,577.39	6,007.35	4.02%
6008 · 401(k) Match	32,659.63	34,493.21	-1,833.58	-5.32%
6010 · Outside Contractors				
6014.07 · Roundel Staff				
6011.07 · Roundel Editor-in-Chief	98,100.00	96,300.00	1,800.00	1.87%
6013.07 · Roundel Design	76,730.74	76,730.74	0.00	0.0%
Total 6014.07 · Roundel Staff	174,830.74	173,030.74	1,800.00	1.04%
6015 · Writers	134,409.44	141,725.00	-7,315.56	-5.16%
6017 · Computer Services				
6017.1 · Elections	7,856.00	0.00	7,856.00	100.0%
6017 · Computer Services - Other	190,163.61	160,373.84	29,789.77	18.58%
Total 6017 · Computer Services	198,019.61	160,373.84	37,645.77	23.47%
6018.11 · Web Page Services	6,116.62	6,949.94	-833.32	-11.99%
6021 · Design-Other	5,692.99	7,731.84	-2,038.85	-26.37%
6010 · Outside Contractors - Other	46,569.24	23,022.15	23,547.09	102.28%
Total 6010 · Outside Contractors	565,638.64	512,833.51	52,805.13	10.3%
6022 · Raffle Expenses	13,096.04	0.00	13,096.04	100.0%
6025 · Printing				
6025.98 · Elections Printing	2,494.80	13.49	2,481.31	18,393.7%
6025E · Electronic Roundel Publishing	11,616.00	9,216.00	2,400.00	26.04%
6025 · Printing - Other	548,103.22	551,010.28	-2,907.06	-0.53%
Total 6025 · Printing	562,214.02	560,239.77	1,974.25	0.35%
6026 · Postage				
6026.01 · Postage-General	-18,928.91	-1,581.55	-17,347.36	-1,096.86%
6026.96 · Club Racing Postage	3,026.25	2,490.34	535.91	21.52%
6026.98 · Elections Postage	283.00	0.00	283.00	100.0%
6026 · Postage - Other	329,070.72	283,020.99	46,049.73	16.27%
Total 6026 · Postage	313,451.06	283,929.78	29,521.28	10.4%
6030 · Telephone/Internet	19,751.56	21,927.04	-2,175.48	-9.92%

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6035 · Utilities	16,252.38	3,990.69	12,261.69	307.26%
6040 · Travel & Entertainment				
6040ME · Travel (Meals & Entertainment)	2,440.70	2,183.73	256.97	11.77%
6041 · Meetings				
6041.01 · Committee Meetings	183.29	0.00	183.29	100.0%
6041.02 · International Council Mtg.	20,903.15	0.00	20,903.15	100.0%
6041ME · Meetings (Meals & Ent.)	23,762.69	12,696.76	11,065.93	87.16%
6041 · Meetings - Other	62,269.75	42,514.01	19,755.74	46.47%
Total 6041 · Meetings	107,118.88	55,210.77	51,908.11	94.02%
6042.09 · Congresses				
6042.00 · Congresses Set-aside	0.00	156.70	-156.70	-100.0%
6042ME · Congress (Meals & Ent)	0.00	26,740.32	-26,740.32	-100.0%
6042.09 · Congresses - Other	36,172.44	123,072.80	-86,900.36	-70.61%
Total 6042.09 · Congresses	36,172.44	149,969.82	-113,797.38	-75.88%
6043.01 · RVP Travel				
6043ME · RVP Travel (Meals & Ent.)	97.69	75.49	22.20	29.41%
6043.01 · RVP Travel - Other	4,374.50	4,473.93	-99.43	-2.22%
Total 6043.01 · RVP Travel	4,472.19	4,549.42	-77.23	-1.7%
6046.01 · Employee/Member Goodwill				
6046.02 · Employee Clothing Allowance	677.91	1,377.07	-699.16	-50.77%
6046ME · Empl/Mbr Goodwill (Meals & Ent)	1,539.02	2,903.80	-1,364.78	-47.0%
6046.01 · Employee/Member Goodwill - Other	9,027.60	1,305.60	7,722.00	591.45%
Total 6046.01 · Employee/Member Goodwill	11,244.53	5,586.47	5,658.06	101.28%
6048.00 · Chapter Goodwill	2,031.78	6,837.00	-4,805.22	-70.28%
6049.96 · Tech Steward				
6049ME · Tech Steward (Meals & Ent.)	128.33	193.81	-65.48	-33.79%
6049.96 · Tech Steward - Other	6,263.61	4,692.39	1,571.22	33.48%
Total 6049.96 · Tech Steward	6,391.94	4,886.20	1,505.74	30.82%
6052.96 · T&S Steward				
6052ME · T&S Steward (Meals & Ent.)	0.00	39.38	-39.38	-100.0%
6052.96 · T&S Steward - Other	5,490.45	5,818.49	-328.04	-5.64%
Total 6052.96 · T&S Steward	5,490.45	5,857.87	-367.42	-6.27%
6054.96 · Safety Steward	48.00	0.00	48.00	100.0%
6057.96 · Comp Steward				
6057ME · Comp Steward (Meals & Ent.)	344.81	121.93	222.88	182.79%
6057.96 · Comp Steward - Other	10,375.32	5,331.73	5,043.59	94.6%
Total 6057.96 · Comp Steward	10,720.13	5,453.66	5,266.47	96.57%
6061.96 · CR Instructor	2,467.31	1,968.95	498.36	25.31%
6061ME · CR Instructor Meals	183.45	36.03	147.42	409.16%
6040 · Travel & Entertainment - Other	8,709.75	32,483.77	-23,774.02	-73.19%
Total 6040 · Travel & Entertainment	197,491.55	275,023.69	-77,532.14	-28.19%
6050 · Office Supplies and Expenses	61,281.00	38,234.43	23,046.57	60.28%
6051 · Printed Business Supplies	2,461.52	1,129.13	1,332.39	118.0%
6055 · Insurance				
6055.01 · Insurance Chapter Checks	-125,457.15	-165,360.04	39,902.89	24.13%
6055.02 · Chapter D&O Ins Payments	-13,800.03	-0.01	-13,800.02	-138,000,200.0%
6055.00 · Insurance Rebates	555.00	22,015.00	-21,460.00	-97.48%
6055 · Insurance - Other	135,618.55	134,680.24	938.31	0.7%
Total 6055 · Insurance	-3,083.63	-8,664.81	5,581.18	64.41%
6059 · Marketing				
6059E · Marketing Events	1,425.00	15,802.02	-14,377.02	-90.98%
6059ME · Marketing Meals	26,401.14	2,315.30	24,085.84	1,040.29%
6059r · Raffle Marketing Expenses	53,509.48	33,987.31	19,522.17	57.44%
6059 · Marketing - Other	53,637.29	61,841.47	-8,204.18	-13.27%
Total 6059 · Marketing	134,972.91	113,946.10	21,026.81	18.45%

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6060 · Computer Software	10,833.75	19,004.62	-8,170.87	-42.99%
6065 · Training & Education				
6065ME · Training & Education Meals	202.78	405.31	-202.53	-49.97%
6065 · Training & Education - Other	7,181.34	10,766.79	-3,585.45	-33.3%
Total 6065 · Training & Education	7,384.12	11,172.10	-3,787.98	-33.91%
6070 · Dues & Subscriptions	600.00	689.00	-89.00	-12.92%
6075 · Legal Expenses	75,699.37	21,050.54	54,648.83	259.61%
6076.01 · Accounting Expenses	2,395.85	2,112.99	282.86	13.39%
6080 · Service Contracts	680.00	0.00	680.00	100.0%
6085 · Occupancy Expenses				
6087 · Building Regime Expenses	0.00	5,604.00	-5,604.00	-100.0%
6088 · Building Maintenance & Repairs	31,666.97	402.00	31,264.97	7,777.36%
6089 · Interest Expense	2,053.04	0.00	2,053.04	100.0%
6085 · Occupancy Expenses - Other	8,676.37	4,950.00	3,726.37	75.28%
Total 6085 · Occupancy Expenses	42,396.38	10,956.00	31,440.38	286.97%
6090.01 · Bank Charges	7,184.56	1,489.12	5,695.44	382.47%
6095 · Equipment Leases	11,492.34	11,538.11	-45.77	-0.4%
6100.01 · RVP Discretionary Funds				
6100ME · RVP Discretionary Funds Meals	227.37	0.00	227.37	100.0%
6100.01 · RVP Discretionary Funds - Other	2,269.06	1,800.00	469.06	26.06%
Total 6100.01 · RVP Discretionary Funds	2,496.43	1,800.00	696.43	38.69%
6105 · Event Expense				
6105.05 · Event Expense O'Fest	0.00	330,387.48	-330,387.48	-100.0%
6105.06 · Festorics Event Expense	76,200.39	77,920.98	-1,720.59	-2.21%
6105.10 · Festorics Volunteer Event Exp	113.76	1,102.75	-988.99	-89.68%
6105ME · Event Expense Meals	2,865.88	21,406.25	-18,540.37	-86.61%
6106.06 · Legends of the Auto. Event Exp.				
6106.10 · Leg of Auto Volunteer Evnt Exp	0.00	2,488.00	-2,488.00	-100.0%
6106.06 · Legends of the Auto. Event Exp. - Other	65,702.83	129,522.15	-63,819.32	-49.27%
Total 6106.06 · Legends of the Auto. Event Exp.	65,702.83	132,010.15	-66,307.32	-50.23%
6105 · Event Expense - Other	77,796.57	117,211.37	-39,414.80	-33.63%
Total 6105 · Event Expense	222,679.43	680,038.98	-457,359.55	-67.26%
6110 · Awards				
6110.96 · CR Trophies	4,396.91	3,923.58	473.33	12.06%
6115.96 · CR Sunoco Fuel Certs	900.00	1,200.00	-300.00	-25.0%
6110 · Awards - Other	6,786.20	3,526.40	3,259.80	92.44%
Total 6110 · Awards	12,083.11	8,649.98	3,433.13	39.69%
6205 · Other Expenses	9,391.92	7,131.03	2,260.89	31.71%
6500 · Chapter Incentives & Rebates				
6515.00 · Dealer Drive Program	75.00	0.00	75.00	100.0%
Total 6500 · Chapter Incentives & Rebates	75.00	0.00	75.00	100.0%
6700 · Charitable Contributions				
6700.00 · Charitable Contr Set-aside	0.00	71,653.08	-71,653.08	-100.0%
6702 · Foundation Contribution in kind	624.00	11,640.00	-11,016.00	-94.64%
Total 6700 · Charitable Contributions	624.00	83,293.08	-82,669.08	-99.25%
6805 · Depreciation Expense	94,970.79	12,433.51	82,537.28	663.83%
6810 · Bad Debt Expense	9,915.50	0.00	9,915.50	100.0%
Total Expense	3,419,583.96	3,714,563.59	-294,979.63	-7.94%
Net Ordinary Income	-907,779.18	45,758.71	-953,537.89	-2,083.84%
Other Income/Expense				
Other Income				
7000 · Other Income				
7005 · Interest Income	20,136.50	33,911.86	-13,775.36	-40.62%

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7010 · Dividend Income	1,342.90	1,644.03	-301.13	-18.32%
7020 · Gain/Loss on Sale of Asset	0.00	-4,190.85	4,190.85	100.0%
7030 · Unrealized Gain on Investment	-2,723.41	-7,655.43	4,932.02	64.43%
7040 · (Gain)/Loss on Currency	-70.77	0.00	-70.77	-100.0%
Total 7000 · Other Income	18,685.22	23,709.61	-5,024.39	-21.19%
Total Other Income	18,685.22	23,709.61	-5,024.39	-21.19%
Other Expense				
8000 · Other Expense				
8070 · Licenses and Fees	2,881.96	1,940.33	941.63	48.53%
8080 · Loss on Disposal of Fixed Asset	0.00	11,165.00	-11,165.00	-100.0%
8000 · Other Expense - Other	0.00	2,800.00	-2,800.00	-100.0%
Total 8000 · Other Expense	2,881.96	15,905.33	-13,023.37	-81.88%
Total Other Expense	2,881.96	15,905.33	-13,023.37	-81.88%
Net Other Income	15,803.26	7,804.28	7,998.98	102.5%
Net Income	-891,975.92	53,562.99	-945,538.91	-1,765.28%

BMW Car Club of America, Inc.
Statement of Cash Flows
January through September 2019

Jan - Sep 19

OPERATING ACTIVITIES

Net Income	-891,975.92
Adjustments to reconcile Net Income	
to net cash provided by operations:	
1100.01 · Accounts Receivable	74,655.00
1100.01 · Accounts Receivable:1130.01 · A/R Foundation	-67,697.04
1100.01 · Accounts Receivable:1140 · Club Racing	725.00
1100.01 · Accounts Receivable:1199.01 · Other	121,151.44
1200 · Investments:1205 · Merrill Lynch	-1,342.90
1200 · Investments:1210 · State Street Research Fund	-2,251.52
1200 · Investments:1810 · Investment - BMW AG	4,974.93
1300.01 · Inventory	-2,200.59
1300.01 · Inventory:1305.01 · Club Logo Merchandise	-160.69
1300.01 · Inventory:1305.01 · Club Logo Merchandise:1305.96 · Club Racing Logo Merch	523.38
1400.01 · Prepaid Expenses	2,576.10
1400.01 · Prepaid Expenses:1405 · Prepaid Insurance	-53,726.45
1400.01 · Prepaid Expenses:1412 · Prepaid Event Expense	29,711.50
1400.01 · Prepaid Expenses:1412 · Prepaid Event Expense:1412.05 · Prepaid Ofest Event Exp	-44,961.80
1400.01 · Prepaid Expenses:1412 · Prepaid Event Expense:1412.96 · Prepaid Club Racing Event Exp	-134.30
1400.01 · Prepaid Expenses:1415 · Other Prepaid Expenses	4,721.04
2000.01 · Accounts Payable	85,132.76
2100.01 · Deferred Revenues:2105.01 · Deferred Membership Dues	808,537.64
2100.01 · Deferred Revenues:2110.01 · Deferred Mailing Fees	4,826.23
2100.01 · Deferred Revenues:2115.01 · Deferred Advertising Revenue	23,600.15
2100.01 · Deferred Revenues:2120 · Deferred sponsorship revenue	21,725.00
2100.01 · Deferred Revenues:2125 · Deferred Oktoberfest Spon. Rev.	164,480.00
2100.01 · Deferred Revenues:2126 · Deferred Event Reg Rev	224,258.00
2100.01 · Deferred Revenues:2170 · Deferred Revenues-Dealerships:2170.01 · Def Rev-Dealerships-Northwest	-168.00
2100.01 · Deferred Revenues:2170 · Deferred Revenues-Dealerships:2170.07 · Def-Rev Tom Bush BMW	-126.00
2100.01 · Deferred Revenues:2170 · Deferred Revenues-Dealerships:2170.08 · Def-Rev BMW of Mobile	-84.00
2100.01 · Deferred Revenues:2170 · Deferred Revenues-Dealerships:2170.09 · Def Rev BMW of Akron	-2,646.00
2100.01 · Deferred Revenues:2170 · Deferred Revenues-Dealerships:2170.10 · Def Rev Critz BMW	-1,386.00
2100.01 · Deferred Revenues:2170 · Deferred Revenues-Dealerships:2170.11 · Def Rev- BMW of Fort Lauderdale	-504.00
2100.01 · Deferred Revenues:2170 · Deferred Revenues-Dealerships:2170.12 · Def Rev-BMW of Lincoln	1,866.00
2200 · Payroll Tax Liabilities:2205 · Withheld Income Taxes	375.68
2201.01 · Sales Tax Payable	12.18
2250 · Raffle PrizesPay & Unearned Rev	430,702.46
2250 · Raffle PrizesPay & Unearned Rev:2255 · Unearned Raffle Income	549,057.54
2280 · Payroll Benefits Withheld	48.39
2300.01 · Deposits:2398 · BMW NA Corral Deposits	5,000.00
2300.01 · Deposits:2500.01 · Foundation Donations	393.70
2400 · Accrued Expenses	-99.36
2400 · Accrued Expenses:2405 · Accrued Payroll	-55,170.67
2400 · Accrued Expenses:2420.01 · Accrued Membership Bucks Pay.	-4,374.01
2400 · Accrued Expenses:2430 · Accrued Set-Aside	-26,000.00
2601 · FSA Funds Held for Employees	247.52
2700 · South State Bank Loan	-364,052.09
Net cash provided by Operating Activities	1,040,240.30

INVESTING ACTIVITIES

1500 · Fixed Assets:1505 · Building	-1,215,645.44
1500 · Fixed Assets:1505a · Building Improvements	-203,076.57
1500 · Fixed Assets:1510 · Equipment	-14,231.09
1500 · Fixed Assets:1515 · Furniture & Fixtures	-4,747.42
1500 · Fixed Assets:1599 · Fixed Assets in Progress	1,215,645.44
1500 · Fixed Assets:1599 · Fixed Assets in Progress:1599.01 · Construction in Progress	-232,423.18
1550 · Accumulated Depreciation:1555 · Accum. Depr. - Building	33,153.93

BMW Car Club of America, Inc.
Statement of Cash Flows
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	Jan - Sep 19
1550 · Accumulated Depreciation:1555a · Building Improvements Accum.Dep	8,509.65
1550 · Accumulated Depreciation:1560 · Accum. Depr. - Equipment	-10,465.48
1550 · Accumulated Depreciation:1570 · Accum. Depreciation - Database	35,804.79
1600.1 · Suspense	27,943.24
1700 · Certificates of Deposit:1700.01 · Chelsea Financial Accr.Interest	-14,711.38
Net cash provided by Investing Activities	<u>-374,243.51</u>
 Net cash increase for period	 665,996.79
 Cash at beginning of period	 <u>1,694,618.48</u>
Cash at end of period	<u><u>2,360,615.27</u></u>



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

Date: October 22, 2019

Subject: Secretary Pre-Meeting Report
November 1, 2019 Dallas

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

Past Travel:

- Board Meeting, Boston, MS
August 3, 2019 - \$615.60 (Flight)
- Board /Reorganization Committee Meeting, LA, CA
September 27-29, 2019 - \$346.60 (Flight)
- Oktoberfest Greenville, SC
October 11 - 21, 2019 - \$737.00 (Flight)

Expenses:

- Secretary of State Illinois - August 15, 2019
Corporate report Illini Chapter - \$14.00
- Lyft Ride to hotel - \$16.08

Planned Travel:

- Board Meeting / Congress, Dallas, TX
October 31 - Nov 3, 2019 - \$363.00 (Flight)

Drafts & Finalize Board Minutes:

August 3, 2019 Board Meeting Minutes
September 10, 2019 Conference Call Minutes
September 27-28, 2019 Meeting Minutes

Chapter Corporate Status

August, September and October monthly SOS status for
submission of annual reports

Discussion Topics:

Reorganization of Chapters
Dues Increase

Distribution of Funds to Chapters
Regionalization
Election Vetting Committee
RPC requests from Ian at March meeting
President's Position

Respectfully submitted
Darlene Doran

October 24, 2019

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

SUBJECT: North Atlantic 4th Quarter 2019 Pre-meeting Report

TRAVEL:

Completed Travel:

Board Meeting – Boston, MA ; 8/2-8/4 – Flight only	\$250.48
DelVal HPDE/Club Race – NJMP; 8/17 -8/18	\$0.00
Regional Event meeting – Nashua, NH; 9/21 – Flight & Rental Car	\$323.06
Circle BMW Oktoberfest – Eatontown, NJ; 10/12	\$0.00
Ofest – Greenville, SC; 10/13-10/20 – Driving expenses	\$456.00

Planned Travel:

Board Meeting/Congress – Dallas, TX; 11/1 – 11/3 – Flight only	\$441.60
GVC Annual Banquet – Rochester, NY; 11/23	
Board Meeting/Retreat – Santa Barbara, CA; 1/18/20 – 1/20/20	
Rolex 24 at Daytona – Daytona Bch, FL; 1/25/20 – 1/27/20	

Discretionary Funds Dispersed in Q3:

Ad design to support SIGFEST/NJ Cars&Coffee - Roundel	\$170.00
Lunch for NE Presidents/Izor/Chamberlain at Nashua meeting	\$227.37

REGIONAL EVENTS:

Traveled to Nashua, NH on Sept 21 to meet with six New England area presidents, as well as Michael Izor and Joe Chamberlain to discuss a “super regional” event to be held in the northeast starting in 2020. Meeting notes submitted separately to Executive Director and President.

The E30M3 SIGFEST with NJ Chapter Cars and Coffee was a huge success at BMW NA in Woodcliff Lake, NJ on Sept 21. Although I was unable to attend due to above meeting in NH, I had great feedback from both the SIGFEST folks and chapter. Tom P. and Oleg from NA seemed quite pleased with the event and both were in attendance. Sounds like next year will be a go with a similar event.

Respectfully submitted,
Jeff Caldwell
North Atlantic RVP

Meeting Notes

Date: 9.21.19

Location: Nashua, NH

In attendance:

Michael Izor – mjizor@comcast.net

Joe Chamberlain – bmwjoe7@yahoo.com

Simon Cooper; Boston Chapter – simoncooper@yahoo.com

Paul Lillios; White Mountain Chapter – lilco485@hotmail.com

Jerri Wiley; CVC – jerri17@charter.net

Willy Wiley; CVC – willy14@charter.net

Peter Ohlweiler – Green Mountain Chapter – info@vtbmwcca.org

David Thibodeau; White Mountain Chapter – djthib@gmail.com

Andrew Wilson; Pine Tree Chapter – brunswickfarm@gmail.com

Matt Bagedonow; Boston Chapter – bagedonow@comcast.net

Jeff Caldwell; North Atlantic RVP – narvp@bmwcca.org

Background: The purpose of the meeting was to convene New England area chapter presidents and decision makers to discuss the viability of creating a new “super regional” multi day event. This event would provide a centralized draw for the NE and North Atlantic region and fill the void left as the national event (Oktoberfest) is sunsetted in 2020.

Michael Izor opened the meeting with a short intro and made a strong case for creating a regional event to take the place of Ofest. There was agreement amongst all in attendance that a regional event would be useful and create a strong touch point for our members going forward. This would be a great way to get chapters cooperating and build enthusiasm for a wide variety of events and experiences.

Michael also asked each person in attendance to think about and discuss what it is at an event that they would enjoy the most. We came up with the following:

- Foliage/fall leaf tour
- Seeing friends and having a lot of cool cars/people all in one place/car show or concours
- Drives/tours with stops for meals at interesting/good places
- Drives to places of interest with events attached
 - Mt. Washington / cocktails at the Omni hotel
 - Maine lighthouse tour / Acadia / Bar Harbor
 - Rhode Island / Newport / Mansion tours
 - Cape Cod
 - Lake George
- Multi-state drives
- Wine tours/tastings

- Drive in movie theater event!
- Possibility to incorporate tracks or track events where there is good surrounding area/support for non-track participants
 - Watkins Glen – hikes, wine tours, Seneca Lake
 - LRP
 - Palmer – Berkshires
- Targa New England style event
- **Events would be 2 – 2.5 days in duration; create quality, not quantity**

With this information in hand and discussed at length, the group came to consensus that adding to an existing event would be the best way forward. We came up with the following as the top contenders. Also noted is our action plan with respect to each and responsible parties.

- Vintage at Saratoga (moving to October in 2020)
 - Andrew to speak with Frank Greppo from Patroon and gauge interest.
- Oktoberfest
 - Rekindle this great event and expand it. Peter needs help and this is the opportunity for us to step in as a group and get it going again in a big way.
- Lars Andersen
 - Simon and Matt to get more information on space and options from Lars Andersen folks
- Owls Head Maine
 - Michael Izor to contact Toby Stinson and discuss options. Andrew to support?
- Hemmings event – Lake George or Bennington, VT
 - Michael Izor and Peter O. to work connections with Hemmings and try to get a read on compatibility for our event(s) and timing.

Wrap up: We had a lot of discussion over the 3.5 hour meeting and it was all constructive. At this point we really need to zero in on maybe two events that are our top wish list and get buy in from the current event “owners”. We don’t want to hijack an event, just come in, help, expand, and add value for our members. Once we have a couple events decided on , we can begin to sort logistics and do some site visits to determine how many people we can accommodate, etc. From there we’ll figure out add on events (drives/tours), meals, and lodging. The front runner should become obvious pretty quickly.

Please add your thoughts or notes if there is anything I have missed. We did cover a good bit of ground. I tried to condense it to the most simple format I could. Comments welcome!



**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 4th Quarter 2019 Pre-meeting Report

Travel:

Completed Travel:

CCA Board mtg. – Boston, MA – 8/3/19	\$45.88
Legends/Festorics – Monterey, CA – 8/17/19	\$450.40
CCA office prep – Greer, SC	
O’Fest – Greenville, SC – 10/14-19/1	\$461.01

Planned Travel:

Bluegrass Chapter tour – KY – 11/26/19
CCA Board/Chapter Congress – Dallas, TX – 11/1/19
CCA Foundation mtg. – Cincinnati, OH – 11/17/19
CCA Board mtg. – Santa Barbara, CA – 1/17/20
TRSS Summit – Las Vegas, NV – 1/19/20

Discretionary Funds:

Other:

Continued work with chapters to resolve held distributions due to newsletters or as needed. Discussions of new regional newsletter requirements.
The occasional Street Survival Event
Discussions with DEC about Lead / Follow rules

Regional Events:

Regional Chapter Presidents’ conference call: 8/8/19, 10/3/19

Respectfully,
Tim Beechuk
NC RVP



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

Date: October 30, 2019

Subject: Pacific Region 4th Quarter Pre-Meeting Report, 2019

Travel Completed:

- August 2-4 - Boston Board Meeting (\$62, parking)
- August 10/11 - Mary Hill Loops Event with Oregon Chapter (\$523)
- August 15-18 - Monterey Car Week Legends/Festorics (\$0)
- September 15 - Monterey Grand Prix Turn 5 Corral (\$0)
- October 15-20 - BMW CCA O'Fest 50 Year Anniversary (\$202, T&E)

Planned Travel:

- November 2-3 - BMW CCA Chapter Congress
- November 9-10 - GGC Thunderhill HPDE

Discretionary Funds Requested/Dispersed:

- Q3 - \$500 for Pazifik Eskapade

Regional Calls Completed/Upcoming:

- Completed: August 6, November 5

Chapter Compliance Issues:

- Websites offline: Hawaii (recommend we pull charter, fold into LA Chapter, work to define area reps on each relevant island)

Other Updates or New Business:

- Steven Stepanian exploring safety concerns with Mary Hill Loops event



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

Date: 10/26/19

Subject: South Central RVP Pre-Meeting Report
- Q4 BOD Meeting, Dallas, TX 11/1/2019-11/3/2019

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

Completed Travel & Expense:

- Q3 BOD Meeting, Boston, MA – 8/3/19 (\$704.00 Flight only)
- Wasatch Chapter Visit, Salt Lake City, UT – 9/21/2019-9/24/2019 – (\$871.37 Mileage and Hotel)
- 50th Anniversary Oktoberfest, Greenville, SC- 10/13/2019-10/20/2019 – (\$771.88 Mileage)

Planned Travel:

- Q4 BOD Meeting, Dallas, TX OCT 31- NOV 3, 2019
- No Excuses Driving School – Tulsa, OK. Regional Event NOV 8-10

RVP Discretionary Funds:

- No Excuses Regional Driving School/ Club Race - \$500

Newsletter Delinquencies:

- None at this time.

Chapters on Probation:

- None at this time.

Relevant Notes:

- Ongoing conversations with KC Chapter President and board concerning protocol for Social Media, Newsletters, Communications and Password transition to new board members.
- Held Regional Conference call – all chapters represented on call.
- Participated in required National BOD conference calls.
- Researched topics of discussion for upcoming Q4 BOD meeting.
- Read minutes from previous meetings, provided changes/updates and voted to approve.

Discussion Topics:

- Discussed future annual O'fest events and rebranding.
- Discussed dues increase implementation.
- Implementation of new Regional Bimmerlife Lifestyle magazine.

Respectively submitted,
Jeff Gomon



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

Date: October 28, 2019

Subject: South Atlantic RVP Pre-Meeting Report
Q4 Dallas BOD Meeting & Chapter Congress

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

Travel & Expenses:

Attended Tarheel/NCC VIR Corral – 8/24 & 25 - \$ 0
Attended Tarheel TRSS event – 9/7 \$ 0
Attended Peachtree Chapter Corral - 10/12 - \$ 0
Attended O’fest & worked – 10/15 – 10/20/2019 \$ 266.82
Travel to Augusta for Raffle Pull – 10/24-26 \$ 563.00

Planned Travel:

4th Quarter BOD & Chapter Congress – Dallas Oct 31-Nov 2, 2019 - \$478.79

RVP Discretionary Funds:

\$500 to Tarheel & NCC for Corral @ VIR IMSA race 8/23-25

Newsletter Delinquencies: Working with the chapters on these.

Relevant Notes:

1. Discussed merging River City into Old Hickory Chapter with President & VP
Old Hickory has agreed to merge the members and assume Admin Role
2. Many calls w/Bob Wilson. He is the new President of Choo Choo Chapter
3. Talked to William Kavanaugh about assuming the President of Blue Ridge
Chapter after the President and VP resigned. Advised Nick Frye regarding
proper resignation for himself, and the BOD choosing William as successor.
4. Worked w/several chapters regarding Dallas trip and plane fares.
5. Procured Motorola Radio donations from WSI for the CCA Foundation
6. Discussed Driver training funding for underprivileged teenagers in SC
7. August 7th – South Atlantic Regional VP call
8. Worked with Jeff Gomon refining O’fest drive maps
9. Attended autocross planning meeting @ National Office
10. Other relevant discussions for proper chapter operations.

Respectively submitted,
Dwayne Mosley



BMW Car Club of America
Frank C. Patek, II
Executive Director
2350 Highway 101 S
Greer, SC 29651
864-250-0022
frank_patek@bmwcca.org

Re: November 1, 2019

DATABASE/WEBSITE/OPERATIONS

As we begin to draw to a close the 50th year of club it is certain that this has been a busy year marked with success and a few unfulfilled opportunities. Staff either organized or participated in events beginning with The Vintage and BimmerFest in May, PVGP in July – under extreme conditions. Legends of the Autobahn and Festorics in August, the International Council meeting in September and finally the 50th Annual Oktoberfest. At the conclusion of this meeting we will host our biennial Leadership Conference. In between events and meetings, we managed to get the new headquarters renovated in time for Ofest. Our most significant accomplishment has been the growth of the club. After a long, slow arc in the wrong direction we have finally seen our numbers come up. Once again, we are over 70,000 members nationwide.

In front of us is an overdue and much lamented over plan to modernize the club. For some the recommended actions may seem unnecessary and overreaching. They are not. They are, instead, much needed if we are to preserve the club for the next 50 years. BMW currently sells more SAV's than cars. Soon 65% of sales will be SAV's. Just as the company has changed to fit the new marketplace so must the club. The expanded rebate program has resulted in thousands of new members coming through our doors. The only resemblance these new members have to our founders and many of our key constituents today is that they have an interest in BMW's. Our sole focus can no longer be the track, when too many of our chapters say no to SAV's. We must find ways to offer service and benefit to every member of the club.

We can continue down the path of old, we can continue to strive for the handclaps of the very few who would chain the club to past. We can stand shoulder to shoulder and watch our hard work go down the drain, or we can exercise leadership and effectuate positive change. When BWM CCA was founded the people, who formed it were doing something new and different – and it worked. Thus, it should be no surprise that 50 years later we too can do something new and different and expect it to work.

BMW CCA Media

BimmerLife the publication is set to launch in March of 2020.

OPERATIONS

RAFFLE

Raffle closed on October 7 and we hit a new record with 51317 tickets sold. Gross revenue of \$1,282,925.00

OKTOBERFEST 2019

While Ofest 2019 ended in the rain, it is safe to say that all in attendance had a great time. It was a good note to end on and we look forward to hosting our next annual gathering in Palm Springs 2020.

International Council Meeting 2019

Done

OKTOBERFEST 2020

La Quinta Resort and Spa will be our host hotel in the Coachella Valley.

REGIONAL EVENTS

AFFINITY/MEMBER BENEFIT PROGRAMS

NOMINATION FOR "FRIEND OF THE MARQUE"

HPDE INSURANCE 2019 Per Lockton Affinity

Participant Insurance Program:

Ryan Staub

VP - Motorsports Practice Leader

Will be present and give his own report to the Board.

HOW MEMBERS HEARD ABOUT US

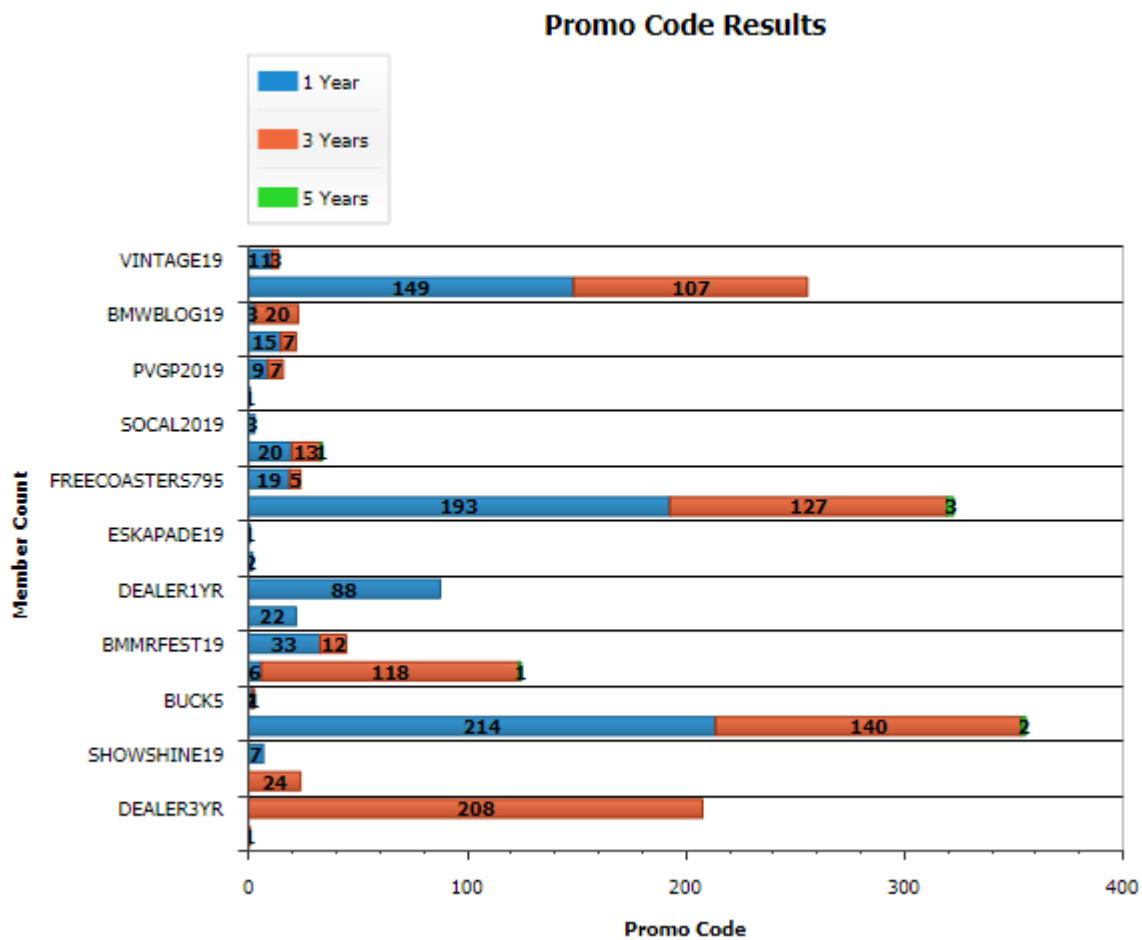
Source	Total	Current	Lapsed	2015	2016	2017	2018	2019
Bimmer Magazine	2,455	977	1,478	85	92	149	124	162
bimmerlife.co	191	166	25	0	0	8	51	106
BMW CCA Foundation	19	19	0	0	0	0	0	19
BMW CCA Website	8,356	3,169	5,187	300	348	355	597	624
BMW Center	6,157	3,040	3,117	191	228	231	725	1,192
BMW Performance Center	2,209	1,156	1,053	100	100	159	250	419
BMWBlog.com	721	465	256	27	32	32	127	222
BMWCar Mag UK by Unity Media	37	16	21	0	0	1	0	1
Car and Driver Magazine	727	338	389	20	27	31	74	93
Classic MotorSports	92	40	52	4	2	5	7	16
CPO Sample Roundel	211	79	132	8	4	3	5	9
Facebook	1,203	584	619	46	44	55	138	272
GrassRoots Magazine	306	128	178	12	17	23	20	25
Independent Shop/Dealer	1,962	873	1,089	54	63	86	206	309
Link from Another Website	2,589	1,212	1,377	81	79	108	277	450
National Aftersales Conference	9	5	4	0	2	0	1	1
Performance BMW Mag UK Unity	15	6	9	0	0	0	2	2
Radio Ad	24	14	10	0	1	1	1	8
Referred by BMW CCA Member	8,792	4,123	4,669	350	397	467	840	1,414
Search Engine	3,632	1,650	1,982	120	133	159	375	630
Sports Car Market Magazine	146	77	69	8	4	7	11	19
Television Ad	18	8	10	0	1	1	1	4
Ultimate Benefits Program	89	87	2	0	0	0	25	62

SPECIAL OFFERS

01/01/2019 - 07/29/2019

Since the start of the year 7745 members have opted for a 3 or 5-year membership (M Color Badge).

3rd quarter September Lapsed Membership Offer CCAEXP919 pulled back 256 members.



MEMBERSHIP TOTALS

As of October 29, 2019:

Member Type	Primary Members	Associate Members	Total
1YEAR	29,976	3,997	33,973
2YEAR	4,522	600	5,122
3YEAR	22,670	3,281	25,951
4YEAR	320	55	375
5YEAR	2,872	537	3,409
LIFETIME	947	226	1,173
Total	61,307	8,696	70,003

NATIONAL MEMBERSHIP GROWTH

The following report shows the average count of new members over a 5-year period between January 2013 and December 2017. There are additional columns for 2018 and 2019, along with the percentage over or under the average. A negative value indicates a lack of growth.

Month	All Members				
	5-year Avg 2013 - 2017	2018	2018 % of Avg	2019	2019 % of Avg
January	744	882	18.55	1,074	44.35
February	768	565	-26.39	1,190	55.03
March	879	829	-5.71	1,304	48.32
April	924	780	-15.57	1,354	46.57
May	1,023	1,093	6.80	1,610	57.32
June	926	886	-4.28	1,467	58.49
July	894	998	11.58	1,408	57.42
August	908	1,073	18.22	1,386	52.71
September	859	1,125	30.97	1,319	53.55
October	768	951	23.76		
November	673	954	41.75		
December	810	1,236	52.55		

The following report is the same as above, except that it breaks down the growth for Primary and Associate members for comparison. The data indicates a significant growth of associate members. In several different months we have doubled and more than tripled new associate member counts.

Month	Primary Members					Associate Members				
	5-year Avg 2013 - 2017	2018	2018 % of Avg	2019	2019 % of Avg	5-year Avg 2013 - 2017	2018	2018 % of Avg	2019	2019 % of Avg
January	695	788	13.45	906	30.43	49	94	90.28	168	240.08
February	722	506	-29.88	977	35.39	46	59	28.26	213	363.04
March	826	744	-9.95	1,107	33.99	53	85	60.38	197	271.70
April	871	716	-17.81	1,129	29.59	53	64	21.67	225	327.76
May	954	972	1.91	1,380	44.68	70	121	73.85	230	230.46
June	870	798	-8.30	1,207	38.70	55	88	58.84	260	369.31
July	849	910	7.24	1,205	42.00	46	88	92.14	203	343.23
August	866	974	12.45	1,191	37.50	41	99	139.13	195	371.01
September	813	1,011	24.29	1,118	37.45	46	114	150.00	201	340.79
October	715	860	20.35			54	91	69.14		
November	631	868	37.65			42	86	102.83		
December	752	1,115	48.31			58	121	107.19		

BMW CCA 2020

BMW CCA ReOrg Committee Summary as of 9/26/2019

New National Org:

- Provide & maintain Database of all members
- Generate and manage National Magazine and newsletters **online only**
- Provide Master liability and D&O insurance for national and chapter activities
- Provide and maintain national website
- Recruit new members in conjunction with local recruiting
- Provide guidelines/requirements for local activities insured through the national organization
- Provide seed money & expertise where appropriate to allow a chapter to initiate a new activity.
- Provide Chapter with small stipend to enable website & communication to local members
- Provide sponsorship recruiting and management for all big sponsors.
- If financially feasible, organize 1 or more national events
- Conduct a raffle to fund contingency and national events

National organization must operate financially within budget that does not include RAFFLE.

Regions:

Established to pool resources of chapter groups to facilitate and coordinate activities. Must include at least one very active, successful chapter to act as anchor. May be geographic issues!

Chapter/Affiliate:

- Provide activities for local members
- Provide local digital newsletter to local membership which must:
 - Identify Chapter officers & key contacts
 - Announce and report on local activities
 - Local classifieds and other items of local interest
- Provide and maintain local website
 - Must have pool of at least 2000 potential members to support activities (may include others within region to get enough members to make it work)

Members:

- Full active members:
 - Become members of local chapter (geographic assignment with member selection optional)
 - Able to participate in local chapter activities with priority, other chapter activities as members
 - Have full access to digital magazine, discount programs and any rebate programs
- Unassigned (light) members:
 - Have full access to digital magazine, discount programs and any rebate programs
 - Not automatically affiliated with any chapter

Report of Reorganization Committee to BMW CCA National Board as of October 28, 2019

Task: Start a new BMW Car Club today

Methodology: Weekly teleconference sessions followed by face to face meetings to develop outline of organization, services to be provided, division of responsibilities, costs and revenue streams to support the organization.

Results: Presentation of recommended new club organization and discussions of same at a meeting held on September 27-29, 2019.

Highlights:

- Provide digital magazine similar to Roundel to all members
- Provide & manage database and website
- Provide blanket insurance for activities of all subsidiary organizations
- Provide guidelines for activities insured under this insurance
- Encourage local subsidiaries (limited to 20 with minimum membership of 2000) to provide activities for local members
- Establish dues structure and other revenue streams to support national functions without dependence on raffle proceeds.
- Provide a raffle to generate revenue to support national activity events for all members and to have a pool of contingency funds for local seed money.
- Since a printed communication between the local organizations and their members was no longer required a further change was felt necessary.
- After discussions at the LA meeting, it was decided to only provide a stipend of \$8.00 per member to the local organization to facilitate a local website and electronic communication.

Further Actions: As directed by the National Board

Submitted By: Paul Dunlevy, Chairman



BMW Car Club of America
2350 Highway 101 S
Greer, SC 29651-7206

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

10/30/2019

To: BMW CCA Board members, Executive Director

From: Steven Schlossman

Subject: Chapter Services

Newsletter Status

North Atlantic	Last Issue	Days
Allegheny	4/11/2019	202
Boston	7/19/2019	103
CT Valley	10/19/2019	11
Delaware Valley	10/25/2019	5
Genesee	7/26/2019	96
Green Mountain	10/18/2019	12
Mountain State	2/14/2019	258
New Jersey	9/7/2019	53
New York	9/27/2019	33
Nittany Bimmers	9/27/2019	33
Patroon	10/8/2019	22
Pinetree	10/18/2019	12
Pocono Mountain	10/9/2019	21
Trillium	7/16/2019	106
White Mountain	10/18/2019	12
today	10/30/2019	

North Central	Last Issue	Days
Badger Bimmers	8/30/2019	61
Bluegrass	4/12/2019	201
Buckeye	9/2/2019	58
Hoosier	8/27/2019	64
Illini	8/27/2019	64
Iowa	9/3/2019	57
Michiana	4/30/2019	183
Motor City	5/13/2019	170
North Star	10/10/2019	20
Northern Ohio	9/28/2019	32
St. Louis	8/6/2019	85
Windy City	10/25/2019	5
today	10/30/2019	

Pacific	Last Issue	Days
Central CA	6/23/2019	130
Golden Gate	12/19/2018	315
Hawaii	12/19/2018	315
Inland Empire	4/9/2019	204
Los Angeles	1/30/2019	273
Oregon	12/19/2018	315
Puget Sound	9/26/2019	34
-	-	-
Roadrunner	8/12/2019	79
Sacramento	12/21/2018	313
San Diego	7/17/2019	105
Sierra	12/19/2018	315
Sin City	12/19/2018	315
Sonora	12/19/2018	315
today	10/30/2019	

South Atlantic	Last Issue	Days
Bayou	10/15/2019	15
Blue Ridge	1/21/2019	282
Choo-Choo	9/16/2019	44
Everglades	10/8/2019	22
First Coast	4/14/2018	564
Gulf Coast	9/25/2018	400
Heart of Dixie	9/30/2019	30
National Capital	9/1/2019	59
Old Hickory	9/16/2019	44
Peachtree	7/22/2019	100
Puerto Rico	7/11/2019	111
River City	5/4/2018	544
Sandlapper	8/8/2019	83
Smoky Mtn	10/6/2019	24
Suncoast	4/22/2019	191
Sunshine	8/9/2019	83
Tarheel	10/4/2019	26
Tidewater	7/1/2019	121
today	10/30/2019	

South Central	Last Issue	Days
Houston	7/20/2019	103
Kansas City	9/30/2019	30
Lone Star	7/30/2019	92
Great Plains	8/29/2019	62
New Mexico	7/12/2019	110
Rocky Mountain	10/11/2019	19
Sunbelt	7/21/2019	101
Tejas	9/11/2019	49
Wasatch	9/27/2019	33
today	10/30/2019	

Non-Geo	Last Issue	Days
E31	10/24/2019	7
E30	6/22/2018	496
today	10/30/2019	



BMW Car Club of America
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MARKETING REPORT

CAR OF YOUR DREAMS RAFFLE UPDATE

10 Cars!!! It's Official—Raffle Hits New High!

This year's Car Of Your Dreams Raffle was the most successful raffle in club history with a total of 51,317 tickets sold. That's 3,000 more tickets than 2018 and over 8,000 more than 2017! We hit an incredible tenth car thanks to the amazing support of our members and sponsors!

The official drawing event was held, last week, on Friday, October 25, at Taylor BMW in Augusta, Georgia. The entire drawing was filmed and we did a Facebook Live broadcast onsite announcing the winning ticket numbers. The full-length video and list of winners will be posted to the website once everyone has been successfully contacted.

NATIONAL EVENTS SPONSORSHIP

We had a fantastic turnout of sponsors and vendors for our 50th anniversary that rivaled that of 2016 in Monterey. Please join me in thanking our amazing sponsors!

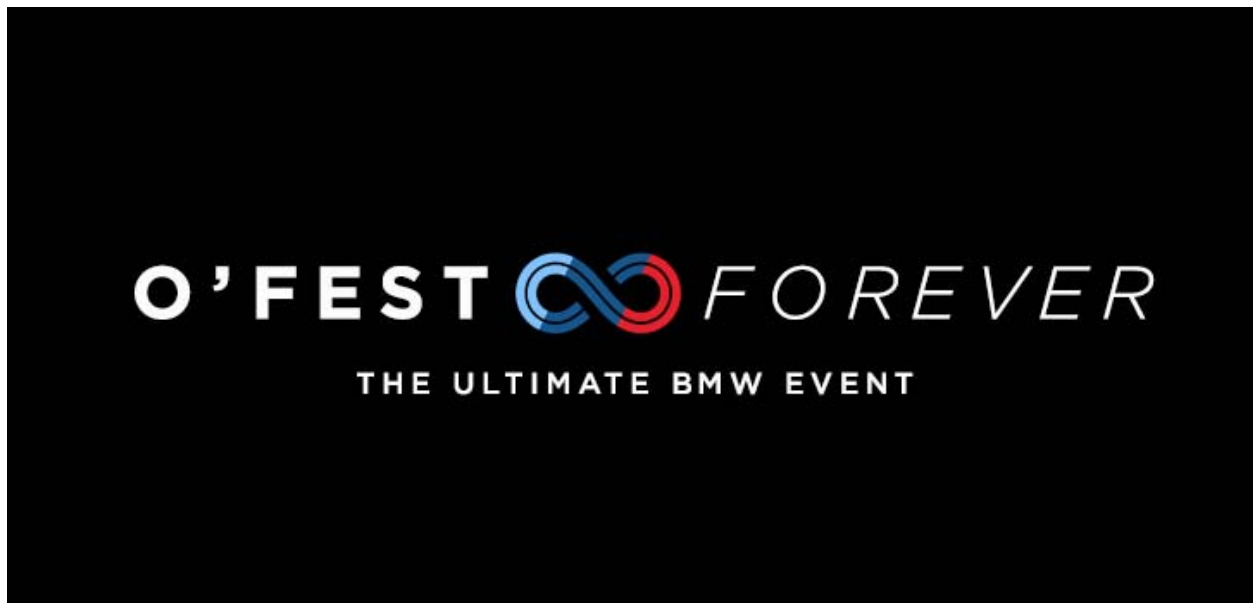
Michelin Presenting Sponsorship, Driving Experience at LPG, and Tech Talk
Shell V-Power NiTRO+ "Official Fuel of O'Fest," Vendor Hall Reception, Welcome Dinner, TSD Rally, Fall Leaves Driving Tour, and Fun Rally
BMW NA Banquet and Charity Rides for the Foundation
BMW Performance Driving School driving programs, festival, and two-Day M School Giveaway
Hagerty presenting sponsor of national headquarters grand opening and panel discussion
Akrapovic and Turn 14, sponsor of the 50th Anniversary Dinner on Saturday night
Tire Rack Autocross
ZF Group Tours and Tech Talk
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
Bilstein Luggage Tag Sponsor
BBS Wheels Photo Contest
ECS Tuning
LIQUI MOLY

Korman Autoworks
Custom Performance Engineering
Forgeline Car Numbers
Extreme Auto Spa of Greenville

NATIONAL EVENTS PROPOSAL

In order to position the club and our events in way that we can grow the club, increase event attendance, and capture more of the younger demographic, I am proposing the below national events lineup. This is meant as a baseline from which we can tweak, add to, and change so that we can develop a more comprehensive plan. It is vital that we decide on an event plan as soon as possible in order to promote our offerings and secure sponsorship for 2020 and beyond.

A new biennial tradition for the next 50 years.



O'Fest Forever

- Great traditions never die. This will be the ultimate BMW event.
- Exact same lineup of O'Fest events as we know it compressed into 3 to 4 days.
- Occurring every two years, a biennial celebration
- This will help to build anticipation and excitement since it doesn't occur every year, thus driving attendance, and easing the overwhelming task of executing this event every year.
- Option to include two days of track events.
- Will not be known as 51st, 52nd, etc. Only as O'Fest Forever.

Proposed Event Locations:

Palm Springs

Pittsburgh
San Diego
New Jersey
Greenville (every fourth or sixth year)



BMW CCA Escape

- Occurs between O’Fest Forever years.
- Targeted more towards new BMW buyers and also inclusive of our core membership/enthusiast base.
- Fun, relaxing BMW-themed vacation held at popular destinations around the country.
- This allows us to go to venues that we wouldn’t normally be able to use for O’Fest.
- Some organized events, car shows/displays, tours, and drives, but will have a lot of free time built in to explore the area.
- 3 to 4 days in length.

Proposed Event Locations:

Key West
Colorado
Sonoma
Hilton Head/Savannah
Outer Banks NC

NEW MERCHANDISE ADDED TO THE STORE

We are on track to have another record-breaking year with merchandise as we continue to expand the product lineup and introduce new offerings. Below, are a set of four ornaments that will be released this holiday season. We’ve also recently partnered with B.R.M for a set of very special chronograph watches.



CELEBRATING **50** YEARS OF BMW CCA

EST. 1969

B.R.M.
Chronographs

The BMW Car Club of America has partnered with luxury watch maker B.R.M Chronographs to produce two stunning, limited-run timepieces in celebration of the Club's 50th anniversary. [Read More >>](#)

Pre-order yours today at bmwcca.org/shop

Chris Hennecey
Director of Marketing



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Re: November 2019 Board Meeting

IT Update

AssociationAnywhere

We have transitioned to the Client Services and Relations department at ACGI. Up until September, we still fell under the department that handled AA implementations. The CSR department has more resources available to help us with support issues.

We continue to find issues with AA. There's currently a problem where Associates who have joined less than a year ago with a one-year membership but have renewed early with a three-year membership are unable to create a rebate. A Primary member is able to create one in this case, but the bug prevents an Associate from doing so.

ACGI's datacenter, Rackspace, experienced an outage that left members and staff unable to perform any functions within AA or on the website. The outage lasted most of the day on the first day of Oktoberfest.

A significant portion of our time in the IT Department is still spent on researching, reporting, and testing fixes of issues.

Gift Memberships

ACGI is working on a form similar to what we had with GoMembers to allow members and non-members to purchase gift memberships.

Florida Chapter Merger

I continue to work with ACGI to update the First Coast and Gulf Coast Chapter members so that they are in Florida Suncoast. The table that contains the ZIP codes so that new members are placed in Florida Suncoast has been updated. I have altered the chapter reports to consolidate First Coast and Gulf Coast into Florida Suncoast.

Replacement Raffle Winner App & Report

The application we use to verify and track raffle winners had to be re-implemented in AssociationAnywhere. The report that we use to pull contact information for winners had to be re-written too. Both were deployed before the raffle drawing took place last week.

New Chapter Finder

I've implemented a new chapter finder on the website at bmwcca.org/chapter/finder. The old chapter finder stopped working when we had to upgrade to a new version of PHP. The new tool uses the Google Maps API to show chapters based on their mailing address. When a user types in their postal code, the map pans over to the chapter and a pop-up is displayed with chapter information and links. The new tool is mobile responsive, and pretty fun to play around with!

Dues Increase

ACGI and the BMW CCA IT Staff continue to work together to facilitate the membership dues increase.

There are a several tasks required to facilitate the dues increase:

- **Configure new pricing** - a simple but time-consuming task that requires BMW CCA staff to set an effective date and new price.
- **Update all outstanding invoices** - ACGI has completed and is prepared to schedule a script to run at midnight on the day the new pricing takes effect. It will recalculate the outstanding invoice amounts based on the new price configuration.
- **Facilitate early renewal** - the only way a member can currently renew is if they have been invoiced. We invoice members three months in advance. This presents a problem when the dues increase is announced and we encourage all members to renew early to take advantage of the current prices. ACGI has begun re-using existing functionality to allow members to renew early. This will be beneficial to members going forward by allowing them to renew at any time. It has the added benefit of reducing the staff workload during the period of time after we announce the increase but before it takes effect. Without this capability, all members who had not been invoiced would have to call the office to renew early. Side note: we will have to continue to generate invoices for members because of auto-renewal.

Dealer Incentive Program

ACGI continues to work on implementing the changes necessary for us to start this program.

Foundation

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

- New Theme and layout for Foundation Website
- Added updated school checklist to TRSS website
- New online Exhibit Galleries for Foundation website
- Changed TRSS coaches' training to record coach progress, scores and info
- Resolved issue with Captcha for Bloomerang forms
- Added Roster and Expense report reminder for TRSS class organizers
- Updated Expense Report for TRSS Reminders

Chapter Electronic Newsletters and CES Usage

The following 36 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	Inland Empire Chapter	River City Bimmers
Bayou Chapter	Iowa Chapter	Roadrunner Chapter
Buckeye Chapter	Kansas City BMW Club	Rocky Mountain
Central California Chapter	Lone Star Chapter	Sacramento Valley
Connecticut Valley	Mountain State Chapter	Chapter
Chapter	New York Chapter	Sandlapper Chapter
E31 Chapter	Nittany Bimmers Chapter	Sierra Chapter
Everglades Chapter	North Star Chapter	Sunbelt Chapter
Florida Suncoast Chapter	Northern Ohio Chapter	Sunshine Bimmers
Golden Gate Chapter	Oregon Chapter	Chapter
Green Mountain Chapter	Patroon Chapter	Tarheel Chapter
Hawaii Chapter	Pine Tree Chapter	Wasatch Chapter
Heart of Dixie Chapter	Pocono Mountain Chapter	White Mountain Chapter

Chapter Email Service Usage

The following chapters have been configured to use the CES:

CHAPTER	MESSAGES SENT
Boston Chapter	13
Buckeye Chapter	-
Hoosier Chapter	-
Michiana Chapter	4
Puget Sound Chapter	4
San Diego Chapter	-
Sunbelt Chapter	7
Tarheel Chapter	6

Respectfully submitted,



Stephen Elliott
Director of Information Technology
BMW Car Club of America

Satch Carlson, *Roundel* editor-in-chief

October 2019 Pre-Board-Meeting Report

Strangely, I have had very little response to my comments sent as my last pre-board-meeting report, but the issue is urgent enough, I think, to continue our discussion of *Roundel*'s position in the universe of the BMW CCA. For many members, the magazine *is* the club; it is the one "club experience" that we all share, whether our passions are for racing, autocross, concours, rallying, or just lounging around reading a magazine. Regardless of their initial reason for joining, the vast majority of our members consider *Roundel* to be the single greatest benefit of membership.

Consider this extract from a recent letter:

Satch, I recently let my CCA membership lapse after joining in 2004. I changed. I went from being single guy with two BMWs to one BMW with a family of four. Time spent reading *Roundel* was now spent listening to first-grade early readers with my son. Saving for college comes before my motoring pursuits.

However, not all has changed. I still enjoy my Five with a proper manual transmission, especially when I can rip through rotaries with the summer tires. When the kids are anxious to ditch the boring parent, I will have time to read about the latest and greatest. Heck, if Bernie gives us free college, I am definitely doing European delivery. Thus I am only on sabbatical, and will return to the club. Thanks for helping make *Roundel* one of the things worth coming back for.

Joe Cataldo

Green Bay, Wisconsin

Another member justifies the cost of membership:

Satch, I've been a member of the CCA for over twenty years, and have been enjoying your columns for a long, long time. Over the last few years I have strayed into Porsche territory, and I have to admit that there is no longer a BMW in the garage. Like you, I am pleasantly in debt and enjoying my dream car, which is a GT3. It does everything a man could ask out of a car (on the road and on the track), and it is the culmination of a 25-year auto journey for me.

The reason I'm writing is that my renewal for the club is up, and I have to admit that I was wondering whether I should spend the \$50 to keep it going. Then I opened the 50th-anniversary edition of *Roundel*, turned right to the back page, found "Let's fill up," read your column, and couldn't stop smiling and laughing for about ten minutes. Having been reminded of what I value about the club, I will be renewing!

John L. Cloutier

Now, my concern for the future of the club, which I find inextricable from the continued success of *Roundel*, has occasionally been misinterpreted as a resistance to other areas of the BMW CCA communications programs. This is simply not true; I have played an important—and fully supportive—role in the evolution of *BimmerLife* from its beginnings as the *Bimmer Strasse* digest. I continue to

mentor and coach its editor and writers, and I was quick to volunteer as copy editor, at the very least, for the *BimmerLife* print project. I am fully aware of the advantages that lie in eliminating the requirement that the chapters produce newsletters subsidized by the national organization, and I believe that any publication that represents the BMW CCA to the public must be of the top professional standards.

But I would not want to see *BimmerLife* perceived as a substitute for the one product our members have come to expect and enjoy on a monthly basis.

At this point, *BimmerLife* is an experiment which we hope will succeed. However, its reception by our members should be on its own merits, and not offered as a surprise substitute for the magazine they expect.

Expectations and perceptions are important, especially in an organization that celebrates tradition at every opportunity. Our members expect a monthly magazine; if circumstances force us to reduce the content, or even the number of issues, I believe that we should spend all the time necessary to prepare the readers for those changes. It is especially important that we do not create the impression that we are providing *BimmerLife* in place of *Roundel*.

As long as we continue to deliver on expectations with the magazine around which this entire organization has been created, then we can launch new programs and projects from time to time, and hope that they will be successful. Sometimes, as with the production of a “sample issue” of *Roundel* or an online presence meant to be the center of BMW fandom, we may strike out—but we have maintained our core competency, and members will understand and tolerate our bold experiments. But if they see those experiments as a disruption of their traditional relationship with the BMW CCA, then I think that we should expect unhappy members—and once we lose them, it’s hard to win them back.

Now, we have just enjoyed a week of love and support from a thousand of our members, whether they were celebrating our 50 years as a club or complimenting the *Roundel* staff. It was a big ego boost for me personally, but more important, it was a reminder of why we work so hard to fulfill our stated mission: to inform, entertain, and provide a sense of community for our members.





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October 2019
Report of the Creative Director

Since my report in July, we've continued to renovate and decorate the new HQ, developed a cohesive plan, schedule, and team to publish *BimmerLife* magazine; continued to redesign marketing, dealer marketing, recruitment and related materials; continued organizing media assets for full team use; developed an customizable Media Kit, starting with our major print properties; and produced designs and materials for the 50th Anniversary Oktoberfest event.

***BimmerLife* Magazine**

The development of *BimmerLife* magazine continues in earnest. The first issue will be published and distributed in March of 2019 (delayed from February of 2019 to avoid having the core work peaking during the Christmas and New Years holidays.)

The team is being recruited and work beginning. The voice of the magazine will be the Club itself. For each issue, we will have a special Features Editor responsible for guiding the theme and planning the feature set in line with the stated aims of *BimmerLife* magazine.

We have confirmed Jackie Jouret as the first Features Editor for the Spring/Summer Issue. She is developing her features list, including ones we already had in development specifically for *BimmerLife*. Due to the compressed development schedule, we will work closely with her to ensure she has the resources needed for a great launch issue.

We are negotiating with Alex Tock to become the first Regions Editor, responsible for collecting and organizing the submitted chapter newsletter materials for each of the regional editions. In the event that doesn't pan out, we are seeking alternative candidates.

Kim Austin, our Director of Communications, is training to assist with the layouts of the chapter news sections.

We created sample issues and a customizable print media kit for Michael Slaff's efforts in ad sales. His first sale was to BMW. They committed to two double-page ad spreads. I believe we've also gotten commitments from Bayern and Tire Rack (and Tire Rack assured us they would design something aesthetically appropriate for *BimmerLife*'s more premium format). We are negotiating with Valentine regarding the design of their ad as well.

I am preparing for the first issue by creating the regional edition templates, style sheets and applicable styles that should help speed layouts. One variable for the templates is

the number of chapters per region. I'll be working on contingencies to handle any variance per edition.

BimmerLife magazine will be printed at Publication Printers in Denver, Colorado. We bid the project out and I visited FreePort Press in Ohio and Publication Printers in Denver. Quad also bid, but came in over \$30k higher as short run, large format is a specialty product for them, while it is a standard product for FreePort and Publication Printers. After in-depth proposals and additional research into each printer, Publication Printers offered the best fit, price, and variety of services.

Roundel

Our contract with Quad to print *Roundel* is expiring. We have examined their proposed contract, countered, and also bid the magazine to other printers. Interestingly, the most recent set of numbers and detailed estimates indicates that we can likely save around \$30k by moving *Roundel* to Publication Printers as well. We are investigating that further, with samples of their work with similar size press runs and paper types. If everything appears to be accurate, we would find it difficult to defend staying with Quad. Essentially, Quad leans toward much larger press-run publications, while Publication Printers is more optimized for our circulation size.

Advertising quantity for *Roundel* continues to diminish monthly, with the December 2019 advertising log fitting on one page without scaling for the first time since I've been on staff.

Media Strategy

As our media efforts expand, I am hoping to wrangle our media professionals together for a detailed planning calendar, including coverage planning and collaboration. That will let us actually leverage our professionals to share resources and coverage for online and print more effectively.

Originally, I was hoping we would achieve this via Microsoft Teams, but given some resistance to using that in any consistent fashion, I'm hoping to just get a shared calendar, professional resource list by region, and shared cloud storage where media files can be uploaded as created.

That frustration aside, we have taken some steps to have faster turnaround and some shared coverage at major events, including Legends, Festorics and the 50th anniversary Oktoberfest events. I expect we may need to include some elements in actual contracts to get everyone to make it part of their professional priorities.

Events

Legends, Festorics, and the 50th Anniversary Oktoberfest are finally completed.

Raffle

Raffle was quite successful, and is finally done.

We never did receive any actual photos of the Grand Prize from BMW Individual. In contrast, it was great getting to actually see the Dinan M2 Competition at the HQ.

Awards

Ofest awards, Friend of the Club awards and other awards were given out at Ofest. We

did have some confusion regarding Autocross, which we're sorting out so we can send updated awards to recognized recipients. That said, we continue to see savings since we can now recycle frames of awards created that end up not having recipients.

Photo/Video Equipment

We have invested in an advanced gimbal for in-house videography. A gimbal is a motorized camera mount that stabilizes the camera, making video smooth and more clear. This should allow us to have a much lighter set of gear when needing to cover major events, create marketing videos, and create merchandise videos. This mimics some of the techniques David Rose now uses and should help us more easily integrate clips he generates with ones we create in-house.

HQ

We have continued to update the design and style of the new HQ. From the gallery of Ofest posters printed on acrylic, to the vinyl window wraps celebrating the 50th, labeling our entrance, and showcasing the new Lifestyle Shop doors, we are trying to create a very attractive and consistent aesthetic.

For the great room upstairs, we have added two 75" televisions and created content for them. For Ofest, we had a very short turnaround time. Stephen Elliot, Edward Tamsburg and Kim Austin put together a collection of our existing videos and a slideshow of HQ renovations for Ofest attendees. Ultimately, I'd like to have a projection system that lets us show videos along the upper half of the room, but we need to do more research regarding the most effective solution.

Thank You!
W. Len Rayburn
BMW CCA Creative Director



Date: October 28, 2019

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

From: Steve Stepanian
National Driving Events Committee Chairperson

Subject: National Driving Events Committee Report
Q4 BOD Meeting in Dallas/Fort Worth, TX

BMW Car Club of America
Steve Stepanian
National DEC Chairperson
640 South Main Street, Suite 201
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Tel: (909) 227-7666
Email: PacificDEC@aol.com

DEC Travel:

- Bill Wade: ITS at Barber MSP. No expenses submitted to date.
- Ross Karlin: National Capital Chapter's ITS, \$424.64 (Chair was unable to attend)
- Fred Bell: Windy City HPDE, \$574.88
- Steve Stepanian: Los Angeles Structure Meeting. No expenses submitted.
- Steve Stepanian: Q4 BOD meeting. Estimated Exp. \$575.00

DEC issues

Item #1

Edits of the revised Driving Events Manual have resulted in delays that have required revisits and discussion. As well, a discovery of an event that the Club currently has no standards written for was discovered. As such, a need to develop a new set of guidelines is present and an effort is being made to add that portion with the initial release. We can add it later, if the BOD wishes, and can simply submit what is done to date for approval. The Chairperson seeks the BOD's direction as to their preference.

Item #2

An incident count and review has *not* been completed as of the writing of this report, but is in process. A final summation should be finished by the 11/1/19 BOD meeting for discussion.

Follow up

The NDEC is still requesting that the revised incident report forms be made available for use by the Chapters and the fillable versions be made operational on the BMW CCA website.

BMW CCA Club Racing

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Shaun McKenzie
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November 1, 2019

To: Board of Directors, BMWCCA
Executive Director, BMWCCA

Subject: BMW CCA Club Racing Status Report for the November 1, 2019 Board Meeting

Finance

Assumed responsibility for the 2019 budget in July and have actuals through August. We're estimating our expenses for the balance of the year. We reduced expenses \$20,000 by lowering the attendance in the Dallas meeting. Our Watkins Glen event generated \$9,000 "profit." Zero-based budget planning for 2020 will commence at the Dallas meeting.

Staffing

Searching to two staff positions, Director, BimmerWorld BMW CCA Club Racing School and a Coordinator, Social Media.

Five (5) Racer Advisory Committee (RAC) positions opening in January 2020. Canada, Northeast, Southeast, Pacific and Northcentral. Nominations are due November 1, 2019. Elections will commence November 15, 2019. The RACs are part of the staff. They serve a two-year term to represent the interests of the racers, help promote/market the events and assist with special projects. One RAC is also assigned to the Rules Committee.

Marketing and Sponsor Relations

Isi Papadopoulos and James Clay have been reaching out to all our sponsors to reinvigorate the relationship and discuss how the partnership can bring more value to their business. The general theme is that our sponsors are satisfied with their investment and would like to find some additional opportunities to connect with the racers, DE drivers and spectators.

We're also developing relationships with new sponsors. We recently spoke with Simpson to determine if they would like to work with us. They were very receptive.

Event Operations

The following events have been held in the past quarter. The revenue column reflects the total revenue obtained by the local chapter not reflecting expenses.

Location	Date	Event	Race Chairman	Chapter	# of Participants	Price	Revenue
CTMP	Aug-19	Race	Isi Papadopoulos	Trillium	20	\$426.00	\$8,520.00
Sonoma	Sep-19	Race	Ralph Warren	National BMW CCA	9	\$550.00	\$4,950.00
Watkins Glen	Oct-19	Race	Isi Papadopoulos	National BMW CCA	72	\$575.00	\$41,400.00
Carolina Motorsports	Oct-19	Race	Jack Sugameli	Sandlapper	17	\$325.00	\$7,526.00
Hallett	Nov-19	Race	David Tedeschi	Lone Star	11*	\$400.00	\$4,400.00
Roebing Road	Dec-19	CRS	Mike Hinkley	Tarheel	10*	\$650.00	\$6,500.00
Roebing Road	Dec-19	Race	Mike Hinkley	Tarheel	33*	\$400.00	\$13,800.00

*Projected

Appeals, Protests and Incidents:

Richard Zullman, who was injured at the Summit Point race weekend on July 20-21, 2019 is recovering. He recently visited Sri Racing LLC, the builder and mechanic of his racecar. It's doubtful that he will continue to race.

New Business:

Taking the time during this Dallas meeting to align the leadership team around the balanced scorecard and define a set of critical improvement initiatives for 2020 and beyond. Please see attached BMW CCA Club Racing agenda attachment A.

Planned Travel: There is no planned travel for the remainder of 2020.

Respectfully submitted,

Shaun McKenzie
National Chairman
BMW CCA Club Racing



BMW CCA Club Racing Meeting Dallas, TX November 1-3, 2019 Meeting Agenda

Saturday, November 2nd

8:00am-12:00pm Leadership and Management

- Strategic Plan - Balanced Scorecard and Metrics (Shaun)
- CR Succession Planning and Talent Acquisition (Shaun)
- 2019 Budget Actuals (Isi)
- 2020 Schedule of Events - Releasing tentative schedule in January (Gary)
- **Working Session** - 2020 Budget Planning - Determine travel, operating costs and capital expenditures (Isi)
- **Brainstorming Session** - How do we generate additional revenue? (Shaun/Isi)
- BMW CCA Club Racing Official Licensed Apparel (Nicole)
- **Process Improvement** - License Administration (Nicole/Shawn)

1:00pm-5:00pm Racer Safety and Compliance

- 2019 Safety Analysis (Dennis)
- **Process Improvement** - Racer Safety, Rule Changes and Compliance (Dean/Dennis/Bruce)
- **Working Session** - After Action Review/Lessons Learned from Summit Point incident (Bruce/Dean)
- **Discussion** - Rule Changes for Cages (Bruce)
- **Working Session** - Develop a certification process for our Official BMW CCA Club Racing Inspection Shops (Bruce)

Sunday, November 3rd

8:00am-9:45am Marketing, Promotion and Recruitment

- Status of Sponsor Relationships (Isi)
- **Brainstorming Session** - New sponsor opportunities (Isi)
- **Brainstorming Session** - Pacific Region Revival (Isi/David/Ralph)

10:00am-12:00pm Racer Engagement

- **Working Session** - Customer Survey Results action planning (Shaun)
- BimmerWorld BMW CCA Racing School (Shaun)
- BMW CCA Club Racing Website (Shaun)
- **Working Session** - 25TH Anniversary Celebrations - Brainstorm ideas and formulate committee (Shaun)

