

**BMW Car Club of America
Board Retreat
Oak Creek Ranch, San Luis Obispo, CA
January 17-20, 2020**

Friday – Sunday, January 17 – 19, 2020

1. Call to Order

The meeting was called to order by President Steve Johnson 8:30 AM Pacific time.

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; Chris Hennecy, Director of Corporate Relations; and Len Rayburn, Creative Director.

3. Updates

South Central Region

Jeff Gomon has the Petition for the non-geographical chapter 2002 Forever. The positions of president, vice president, secretary and treasurer have been filed. Included in the petition are 308 signatures of the 250 required. The board members are in approval for them to move forward.

North Atlantic Region

Jeff Caldwell and his chapters will be doing a push for the Vintage at Saratoga for 2020. The North Atlantic Region will be pulling back from the PVGP event for 2020. North Atlantic Region will support in a big way the Lime Rock Corral and Watkins Glen Corral. Jeff will support the Lars Anderson event the Boston Chapter organizes. Jeff will try to generate events and promote as much as possible. 2020 is the 50th Anniversary of the New Jersey Chapter. In June they will be organizing a Saturday and Sunday event for the celebration. Jeff would request to have board members present as well as staff. BMW NA will be bringing in some vehicles since they are in his region.

Pacific Region

Jeff Cowan is requesting the Hawaii charter termination process to begin.

North Central

Motion: Tim Beechuk made a motion to make the IMSA Corral at Mid-Ohio a regional event. Steve Johnson seconded the motion. Motion passes 9-0

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South Atlantic Region

Dwayne has received a letter from the Board of Directors of the Bayou Chapter regarding the behavior of Bette Salles and Charlotte Salles since November 2017. In January 2019, Bette Salles sent a letter to the Bayou Chapter's board of directors requesting proof of the voting results of the count. Dwayne has sent an email to Mary Jo Sapp indicating the BMW CCA board of directors has approved the recommendation of the Bayou board of directors. Mary Jo responded to Dwayne indicating the Bayou board is in full agreement with the decision. The National office will send a letter to the Salles ladies indicating the Bayou board's request.

Motion: Dwayne Mosley made a motion to accept the recommendation from the Bayou Chapter's board to directors to revoke the membership of Bette Salles and Charlotte Salles. Jeff Gomon seconded the motion. Motion passes 9-0

DEC Committee

Steve Stepanian indicated there are at least 2-3 other ITS's in the works with all on the eastern half of the US. Bill Wade is working with the Chapters to firm up things with Chapters that are serious about putting on ITS.

The National DEC Congress Agenda is in the works. The working theme at the moment is "Back to Basics." More on this as the topic develops.

Raffle

Motion: Steve Johnson made a motion to authorize Chris Hennechy to purchase the M5 Comp and have Akrapovic do the modifications for the 2020 Grand Prize car. Jeff Caldwell seconded the motion. Motion passes 8-1 absent

Branding Enforcement

Motion: Steve Johnson made a motion beginning in 2020 any and all Regional Events will be required to be branded with the national club's logo. Exact specifications will be sent to all chapters. They can use their chapter logo as well, but must have the national logo on all media. Darlene Doran seconded the motion. Motion passes 8-1 absent

O'Fest Forever

Motion: Steve Johnson made a motion beginning in 2020 the new name for our national event is called O'Fest Forever. Eddy Funahashi seconded the motion. Motion passes 9-0 absent

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Motion: Steve Johnson made a motion beginning in 2020 we change the award structure for the Autocross event to only include Fast Time of the Day in each of the 7 classes and an overall Fastest Time of the day. Darlene Doran seconded the motion. Motion passes 8-1 absent

4. Future Meetings

4.1 Board Meetings

April 3-5, 2020 – Greer, SC

June 27, 2020 Puyallup

November 12-15, 2020 – Dallas, TX

**BMW Car Club of America
Board Conference Call
February 10, 2020**

Monday, February 10, 2020

1. Call to Order

The conference call was called to order by President Steve Johnson at 7:05 PM EST.

2. Attendees

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

National Office: Frank Patek, Executive Director and Heather Tollison, Controller

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

3. Update

Club Racing

Steve Johnson raised a concern over the new CR rules for “approved” inspection shops and the suggestion that “approved” shops would need to become trophy sponsors.

Shaun agreed to change the wording from “authorized or certified” to a “qualified” shop. We have some drivers who are not mechanics or mechanically minded. Each shop signs off on the form indicating everything passed and is safe for racing. The driver would then take the form to the tech steward and the tech steward would scrutinize the car on the major items as the helmet, Hans and roll cage and would counter sign and be stickered for their annual inspection which is not on a calendar year. Shaun will expunge the word “authorized” and replace with “qualified” in the rule book.

Shaun McKenzie reports the inspection process is as follows: The driver presents the form and our tech stewards look at the car and check some key items. If any of those items are incorrect, the tech steward will not allow the vehicle on track. If at any given time we had several cars that had issues of failed items, our tech stewards would contact the shop in question and discuss the situations indicating they are apparently not complying with rule book. We as CR have to be precise not vague at all as to tech inspections. To complete the technical inspection correctly, you need to place the vehicle on a lift. Shaun will make the requested changes as CCA doesn't want to down a path of legal issues.

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Shaun indicated that the CR was never a pay and play situation. It is not uncommon for speed shops to sponsor our trophies. CR makes no revenue on them, we only charge for what it costs CR. Frank would like to get an invoice for the trophies that CR has purchased, would like to know what the costs are before we purchase for the year. CCA accounting needs invoices for trophies as they are purchased not a lumped invoice at the end of the season as it will not be paid. Shaun will be forwarding the trophy invoice to accounting ASAP. When CCA asks CR for something and their response is "it's in the budget" that is an unacceptable response. Always keep CCA abreast of your CR plans and don't work in the dark.

Alignment of Regions

Frank Patek reports he sent out a revised proposal of chapters and regions. There are a total of 93 members in the state of Arkansas and the majority are in Little Rock. River City is only there in name, they have no board or events. If Dwayne can get some interest with folks from River City and get the chapter rejuvenated. Dwayne has received names from individuals who may have some interest in reviving River City.

Motion: Tim Beechuk made a motion to accept the revised alignments of regions as of the email Frank Patek sent out on February 10, 2020, excluding Utah. Darlene Doran seconded the motion. Motion passes 9-0

Motion: Steve Johnson made a motion to leave Utah in the Central region. Jeff Cowan seconded the motion. Motion passes 9-0

Street Survival

Frank Patek reports he has received a request from Bill Wade for Five Thousand Dollars (\$5,000.00) to help promote Street Survival Program incentivize our chapters, who have not had prior participation in the Street Survival Program.

Motion: Steve Johnson made a motion to allocate \$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. Dwayne Mosley seconded. Passes 8-1 recuse

Accounting Department

Frank Patek reports that Heather Tollison has stepped in and taken on the few remaining accounting duties she had not already been handling. Heather has CCA off to a great start for 2020 and looking forward to a good year. One thing that turned up as a bit of a surprise today was the IRS has sent us a notice for back taxes and penalties in the amount of \$12,000.00 for due to late filing of the 2018 945 – non compensation withholding form.

RVP Funds

Steve Johnson reported that we have X dollars in a fund for the RVPs travel and have the ability to transfer from each region to another region, therefore, we will not be increasing the RVP travel budget.

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4. Adjourn at 8:21 PM EST

Motion: Tim Beechuk made a motion to adjourn the conference call. Darlene Doran seconded the motion. Motion passes 9-0

**BMW Car Club of America
Board Conference Call
March 9, 2020**

Monday, March 9, 2020

1. Call to Order

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

2. Attendees

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

National Office and Roundel: Frank Patek, Executive Director; Heather Tollison, Controller; and Chris Hennecey, Director of Marketing

Chairs: Steve Stepanian, DEC; Shaun McKenzie, Club Race and Leslie Moyer, Recognition Committee

3. Updates

Recognition Committee

Leslie Moyer reports nominations for the 2019 year have been processed. The Committee as a whole decided they didn't want to extend the nomination deadline for the 2019 year. Once the 2019 awards have been announced, the committee will take a look at the website and other aspects of the process make necessary changes and ready for the 2020 award nominations. The committee will identify more valuable ways to get the program out to all chapters. The goal is to start advertising and promoting the program just after the O'Fest Forever event. We need to have the RVPs more involved in this program for the entire year and contact the RPC asking if they have received any nominations for their region. A few weeks prior to the close of the nomination period a board member will contact the RVPs and remind them the nomination period is about to close. Frank will have the IT department make available to the board the nomination process.

MotorsportReg.

Steve Johnson reports that Brian Ghidinelli from MotorsportReg will be attending our April meeting to give a presentation for BMW CCA to continue to utilize the company verses changing.

Budget

Brian Thomason reports as far as the budget, it's early in the year. The health issue we are having may not affect our budget; however it will impact chapter events.

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Monterey/Festorics

Frank Patek reports CCA is most likely ninety-eight (98%) percent certain that we celebrated our last event in Monterey in 2019. They will be having the car corrals, will offer a 4-day ticket and do exactly as CCA has done except for the hospitality. They will set up the parade laps and track tours. They have asked BMW CCA to sell tickets for the various packages they will offer. Frank will be meeting with the new management at Laguna Seca and will advise as to their response.

Sebring

Chris Hennechy reports we were contacted by Octagon asking if we would like to host the corral in Sebring. The last time CCA hosted a corral there was 2015. They gave us 45 corral parking passes and we sold out within one day of the launch. CCA will host a hospitality tent with BMW and Octagon which will include breakfast, lunch and dinner at a cost of \$140.00 per person and to date we have sold 67 passes. Our hospitality area is right beside pit lane coming out of turn 17. The event is March 18-21, 2020.

Headquarters

Frank Patek reports we will be moving the merchandise store from its current location into the old MOA location. It will be a larger footprint and also give us increased storage space.

DEC

Steve Stepanian reports the DEC Operations Manual is complete and in proofreading stages. We should have the final DEC Operations Manual available at our April meeting. There have been negotiations with Thermal Performance Center to have a possible HPDE and Club Race event. Currently, it looks like if we do the event at all it will on be on a Friday, which would be an easy event to sell-out and Club Race will not be involved.

Club Racing

Shaun McKenzie reports the season for Club Race is underway. We had 23 attendees for the race school and 21 graduated. We also did Time Trials with 17 attendees. Shaun wants to thank the IT Department for a great revised website for Club Race. Shaun, Frank, Heather, Brian and Isi will be working on a 2020 budget for club race. Club Race will be making some revisions to their rules and will be modified once a quarter.

4. Adjourn at 8:05 PM EST

Motion: Darlene Doran made a motion to adjourn the above conference call. Tim Beechuk seconded the motion. Motion passes 9-0

**BMW Car Club of America
Board Conference Call
March 19, 2020**

Thursday, March 19, 2020

1. Call to Order

The conference call was called to order by President Steve Johnson at 7:01 PM EST.

2. Attendees

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

National Office and Roundel: Frank Patek, Executive Director; Heather Tollison, Director of Financial Operations; and Chris Hennecy, Director of Marketing

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

3. Update

Events

Steve Johnson reports the Festorics event we have scheduled for August, 2020 is unlikely to occur as there is a move from within the new management at Laguna Seca to bring corrals in house. Eddy Funahashi and Frank Patek visited Barry Toepke at Laguna Seca while in Monterey to work on Legends of the Autobahn. Barry indicated that there may be a way to preserve the normal corral structure. After the meeting Eddy and Frank shared the opinion that our prospects for a corral were better than expected, but not good.

Frank Patek and Eddy Funahashi had a meeting with Pasadera regarding LOTA. The result was to restore the event to its original location, but with an agreement to relocate the food court and to review ingress and egress closer in. Discussion about how Covid-19 would impact the event resulted in agreement to come back to the table in a week and consider whether to cancel. Eddy Funahashi feels we should wait a bit before we cancel and see what Pasadera comes back as to a contract. The event is still over five (5) months away. One concern we are facing is will we receive enough sponsorship. There are two (2) other partners that follow our lead which is Audi and Mercedes Benz.

Roundel

Frank pointed out that our advertiser base prior to Covid-19 was vastly reduced. Recalling the recession of 2008 it is conceivable that what is left of our advertiser base could evaporate during a prolonged business shutdown followed by an economic downturn.

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Steve Johnson indicated the board has already reduced the number of issues published to 10 annually. We need to set a timeline and stick to in the future.

Expenses cut due to Coronavirus

Driving Events Committee

Steve Johnson reports with the pandemic we currently are facing, the company is receiving little revenue. Therefore, he feels we need to suspend a few 2020 national events to save some expenses. The DEC Conference is our largest expense costing approximately \$150,000. Steve Stepanian, DEC Chair endorses the conference be cancelled for 2020. He feels he can do a Webinar if necessary. Shaun McKenzie, Club Race Chair, is also one-hundred (100%) percent supportive. Steve indicated that the Driving Events Manual has been completed.

Steve Johnson further indicated BMW NA has cancelled all events through May 1, 2020.

Motion: Tim Beechuk made a motion to cancel the DEC Conference for 2020 with possible reinstatement in 2021. Darlene Doran seconded the motion. Motion passes 9-0

Membership Package

Heather Tollison reports new members receive the following: 2 weeks after they join CCA sends them their membership card, a detailed flyer indicating benefits and a BMW CCA decal. This package costs the CCA \$2.00 per member, which can be up to \$3,000.00 a week. In 2019, CCA spent \$92,000 on this membership package. A possible cost savings would be to temporarily suspend the membership package and send via email their welcome letter and a link which allows them to print their membership card. The more decals we send out the more visible BMW CCA becomes. CCA revenue for March 19, 2020 was a total of \$1,600.00. Members are hesitating on renewing membership during this time of crisis. An idea would be the more you spend on your membership, the more you receive. Steve Johnson suggests we table the membership package at this time and revisit on our next call.

Club Racing

Shaun McKenzie reports that CR has a couple events they sponsor as a national group. His position is to go with what the local chapters are doing. VIR is off the table as we had a school there. Buttonwillow is sponsored by CR and that has been pulled off the table as well. Buttonwillow will not be closing. This race CR partners with NASA. Currently there are five (5) drivers registered under the BMW banner. If those registered under the BMW banner still want to race, they will need to move to the NASA banner. Some of the events that are sponsored by Club Racing are the California races, Watkins Glen, and Mid-Ohio. We have financial responsibilities for these. Other events we run are partnered with the local chapters. Club Racing's concern is how the local chapters can deal with the potential of cancellation. They have an event at Mid-Ohio in May which they haven't signed a contract for yet. Shaun is in agreement to cancel all April events and take a look after that. In May they have the following events Barber Motorsports Park, Time Trials, Mid-Ohio and Texas.

**BMW Car Club of America
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March 19, 2020**

Motion: Steve Johnson made a motion that this board unanimously as of March 20, 2020, 5 PM EST directs all chapters to stand down on any in-person events until May 1, 2020. This order will be reviewed weekly by the BOD. Darlene Doran seconded the motion. Motion passes 9-0

Sponsorship

Michelin had talked about partnering with Hagerty on their display. In addition we have Xpel sponsorship in the amount of \$48,000 for the year. Akrapovic is on board for \$38,000 for the year. Griot's will be returning. Hagerty will likely come on board and be a sponsor for Legends as well. Sponsorship will be significantly reduced for 2020. Chris suggested we have more events at the CCA headquarters. An event suggested would focus on M and X owners.

Headquarters Staff

Frank Patek reports Heather Tollison had been promoted to Director of Financial Operations.

4. Adjourn at 8:32 PM EST

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