

**BMW Car Club of America  
Board Meeting  
BMW CCA Headquarters  
Greer, SC  
April 10, 2022**

Sunday, April 10, 2022

**1. Call to Order**

The meeting was called to order by President Eddy Funahashi at 8:57 AM EST.

**2. Attendees**

**Board Members:** Eddy Funahashi, President; Lou Ann Shirk, Executive Vice President; Darlene Doran, Secretary; Brian Thomason, Treasurer; David Brighton, North Central RVP; Jeff Caldwell, North Atlantic RVP; Larry Engel, North Atlantic RVP elect; Simone Harrison, South Atlantic RVP; Jeff Gomon, Central RVP; Jeff Cowan, Pacific RVP and Steve Libby, Pacific RVP elect.

**National Office and Roundel:** Frank Patek, Executive Director; Heather Tollison, Director of Financial Operations; Jason Kazian, Director of Marketing and Communications; Len Rayburn, Creative Director; Edward Tamsberg, Director of IT; Steven Schlossman, Chapter Services, and Satch Carlson, *Roundel* Editor-in-Chief.

**Chairs:** Steve Stepanian, DEC (appearing via teleconference)

**Guest:** Jackie Bechek, Sandlapper Chapter; and Dwayne Mosley, Tarheel Chapter

**3. Minutes**

The minutes of the September 26, 2021 Board Meeting were approved by vote during the January 18, 2022 Conference Call. Reading of the minutes will be waived.

**4. Affirmation of Votes on conference calls since last Board Meeting**

**Motion:** Jeff Goman made a motion to accept the new name for the KC Chapter be to "Heartland Chapter BMW CCA" Jeff Caldwell seconded the motion. Passes 9-0

**Motion:** Jeff Goman made a motion to identify the Texas Trifecta as a Regional Event. Jeff Caldwell seconded the motion. Passes 9-0

**Motion:** Eddy Funahashi made a motion to move forward with the Boisset Wine Collection Member Benefit program. Jeff Cowan seconded the motion. Motion passes 8 yes -1 no (Harrison)

**Motion:** Jeff Gomon made a motion to designate Mid-America '02 and Flat Out Classic events with Regional status. Lou Ann Shirk seconded the motion. Motion passes 9-0

**Motion:** Simone Harrison made a motion to issue the Chapter Area Representatives guideline document to Chapter Leaders via Chapter News and to post the document on the

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BMW CCA website Chapter Toolbox. The document provides guidance to Chapters on how to operationalize a Club chapter area representative program and extend the member benefits of the club locally throughout the Chapter's area of coverage. Jeff Gomon seconded the motion. Motion passes 9-0.

**Motion:** Jeff Gomon made a motion to accept and affirm the results of the 2022 Houston Election for President and Vice President as follows. Ticket #1 consisting of Dan Baker and Ed Solymosy received 58 votes and ticket #2 consisting of Michael Anastasio and Jeff Otten received 41 votes. These results declare Dan Baker as Chapter President and Ed Solymosy as Vice President. Jeff Cowan seconded the motion. Motion passes 9-0

**Motion:** Brian Thomason made a motion to accept the Affirmation of Votes as written. Jeff Caldwell seconded the motion. Motion passes 9-0

## **5. Reports**

### **5.1    *President***

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

### **5.2    *Executive Vice President***

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

### **5.3    *Secretary***

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

### **5.4    *Treasurer***

Brian Thomason had nothing to add to his pre-meeting report beyond the proposal of a temporary membership.

### **5.5    *South Atlantic RVP***

Simone Harrison had nothing to add to her pre-meeting report.

### **5.6    *North Atlantic RVP***

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

### **5.7    *Pacific RVP***

Jeff Cowan added to his pre-meeting report Sin City Chapter is now compliant.

### **5.8    *Central RVP***

Jeff Gomon had nothing to add to his pre-meeting report but noted his discretionary funds quarters were inaccurate, should be quarter 1 and 2.

### **5.9    *North Central RVP***

David Brighton had nothing to add to his pre-meeting report. The dates for NordFest are September 8-12, 2022.

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5.10 *Executive Director*

Frank Patek had nothing to add to his pre-meeting report.

5.11 *Roundel*

Satch Carlson had nothing to add to his pre-meeting report.

5.12 *Driving Events Committee*

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

5.13 *Club Racing Committee*

Scott Reiman had nothing to add to his pre-meeting report.

**6. Discussion Topics**

6.1 *National Events*

6.1.1 O'Fest Forever 2022

Tricia Jones reports the La Quinta room rates are 149/night. The welcome dinner will be a farmer's market theme. The closing dinner will be old Hollywood theme. Other events during the week will be a cars and coffee, vendor hall, beer garden, wine blending party, paint and wine event, tech talks, photograph class, \$99 program, ladies day, a full M program at Performance Center Thermal. The Concours will be late afternoon early evening to avoid as much of the heat as possible.

6.1.2 O'Fest Forever 2023

Lou Ann Shirk reports they are still working out the details for this event.

**7. National/Regional Events**

7.1 *Updates*

7.1.1 MX1 – April 8-9, 2022

7.1.2 Mid America '02, April 28-30, 2022

7.1.3 The Vintage, May 2022

7.1.4 Flat Out Classics, June 2022

7.1.5 Bourbon Trail Getaway, June 3-5, 2022

7.1.6 Texas Trifecta, June 2022

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7.1.7 Vermont Getaway, July 2022

7.1.8 Pittsburgh Vintage Grand Prix – July 2022

7.1.9 Monterey Weekend, August 18-20, 2022  
Legends of the Autobahn August 18  
Festorics, August 19-20

Frank Patek reports this event has a new venue at PG Links in Pacific Grove, California.

7.1.10 NordFest, September 8-12, 2022

7.1.11 Vintage at Saratoga, October, 2022

7.1.12 Legends East, November 2022

**Motion:** Simone Harrison made a motion to designate the IMSA at VIR August 26 - August 28, NCC & Tarheel BMW CCA Corral and IMSA at Road Atlanta September 28 - October 1, Peachtree BMW CCA Corral with Regional status. Jeff Caldwell seconded the motion. Motion passes 9-0

## **8. National Programs and Services**

### **8.1 *Updates***

8.1.1 IT – report attached

8.1.2 Club Racing – report attached

8.1.3 Driving Events

Steve Stepanian reports Club Racing Chair, Scott Reiman continues to make strong and strategic moves for the CR. The CR meeting we had in NJ was money and time well spent.

8.1.4 Charity Matching Funds – nothing at this time

8.1.5 Raffle

Frank Patek reports the Raffle will launch June 2022 and drawing will occur October, 2022. The vehicle will be a specially tuned BMW M8 Competition.

8.1.6 Oral History Project

Frank Patek reports the Oral History Project is nearing its conclusion.

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As of March 22, 2022 Three Thousand Three Hundred Ninety-two (3,392) members submitted stories and memories, making this a highly successful program.

8.1.7 Roundel – nothing at this time

8.1.8 BimmerLife

Frank Patek reports with the success of our BimmerLife publication we have been offered by Barnes and Noble and Books a Million stores a test run on their newsstands.

8.1.9 Member Committees

8.1.9.1 Recognition Program Committee

Leslie Moyer submitted the nominees for the 2021 awards.

8.1.9.2 Technology Committee – nothing at this time

8.1.9.3 Election Nominating Committee – nothing at this time

8.1.10 National Office

8.1.10.1 BWM CCA Headquarters

Frank Patek noted two new employees: Jason Kazian as the Director of Marketing and Communications and Amanda Perez as IT Web Developer.

8.1.10.2 BMW CCA Business Plan – nothing at this time

8.1.10.3 BMW CCA Growth – nothing at this time

8.1.10.4 BimmerLife Newsletter Progress – report attached

## **9. Policy and Administration**

9.1 Ombudsman – nothing at this time

9.2 Benefits Update

Eddy Funahashi reports BMW CCA is in conversation with Collector Chassis Vehicle Auction as a possible new BMW CCA benefit. More detailed information to follow.

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- 9.3 BMW Clubs International  
Frank Patek reports the meeting is tentatively schedule for Munich, Germany fall of 2022. Scott Blazey has been elected Chair of the International Council of BMW Club.
- 9.4 Operations Manual  
Darlene Doran reports we will be modifying Section 5.1.3 and 5.1.5.

**BMW CCA media shall not be used to promote events, services, products, or entities that are in direct competition with BMW CCA.**

- 9.5 Chapter Newsletters & Communications – nothing at this time

## **10. Foundation**

### **10.1**

## **11. Financial**

- 11.1 2021 Status  
Brian Thomason presented a PowerPoint presentation on the financial status and organizational overview of the BMW CCA.

**Motion:** Brian Thomason made a motion that all non-member attendees for a given event would be provided one year memberships. Cost of the membership shall be deducted from the chapter allocation. David Brighton seconded the motion. Motion passes 9-0

## **12. Chapter Issues**

- 12.1 RVP Conference Call schedule for 2022

**Pacific Region**

**Central Region**

**North Central Region**

**South Atlantic Region**

February 2, May 4, August 3, and November 2, 2022

**North Atlantic Region**

March 12, and May 12, 2022

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12.2 RVP Chapter Visitation schedule for 2022

**Pacific Region**

*Visitation Plans:* New RVP no schedule available at this time

**Central Region**

*Visitation Plans:*

Mid America – April

**North Central Region**

*Visitation Plans*

Buckeye Driving School – June 2022

Badger Bimmers Car Corral – August 2022

NordFest – September 2022

**South Atlantic Region**

*Visitation Plans*

Women of CCA Meetup – May 2022

Regional Meetup – June 2022

Peachtree HPDE – August 2022

Sandlapper HPDE – October 2022

**North Atlantic Region**

*Visitation Plans:* New RVP no schedule available at this time

12.3 Chapter Probation Report – nothing at this time

12.4 Dealer Engagement Program – nothing at this time

12.5 Corporate Status – all in Compliance at this time

**13. Membership**

13.1 Membership

Frank Patek reports current membership as of February 28, 2022 is 64,899.

13.2 Sponsorship and Marketing

**14. BMW NA**

Frank Patek reports the launch of the new MINI Motoring Car Club of America will launch, July 2022.

**15. New Business**

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**16. Future Meetings**

16.1 Board Meetings

Retreat May 12-15, 2022, Temecula, CA

September 11-12, 2022, Minneapolis, MN

16.2 Conference Calls

**17. Adjourn**

**Motion:** Jeff Caldwell made a motion to adjourn at 3:30 PM EST. Jeff Cowan seconded the motion. Motion passes 9-0



**BMW CCA ANNUAL Meeting**  
**BMW CCA Headquarters**  
**Greer, SC**  
**Friday, April 9, 2021**

***Minutes***

**1. *Call to Order***

The meeting was called to order by President Steve Johnson at 5:00 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 Outgoing; David Brighton, Iowa Chapter, North Central RVP Elect; Jeff Caldwell, North Atlantic RVP; Dwayne Mosley, South Atlantic RVP Outgoing; Simone Harrison, Peachtree Chapter, South Atlantic RVP Elect; Jeff Gomon, Central RVP and Jeff Cowan, Pacific RVP

**National Office and Roundel:** Frank Patek, Executive Director; Heather Tollison, Director of Financial Operations; Chris Hennecy, Director of Marketing; Edward Tamsberg, IT Director; and Len Rayburn, Creative Director.

**Guest:** Lou Ann Shirk

**3. *Minutes***

The minutes of the 2020 Annual Meeting were approved during the Annual Board Meeting on April 9, 2021.

**Motion:** Darlene Doran made a motion to approve the 2020 Annual Meeting minutes. Jeff Gomon seconded the motion. Motion passes unanimously.

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

Brian Thomason presented the Report of Treasury and reported 2020 ended with \$-29,631.43 expenses in excess of income and Member Equity of \$1,007,139.49.

Our 2020 funds available to be Set Aside for charitable, religious scientific, literary and educational purposes, in accordance with the IRS rules is \$21,230.00.

**Motion:** Brian Thomason made a motion to designate \$21,230.00 of 2020 revenue for IRS Set Aside purposes. Darlene Doran seconded the motion. Motion passes unanimously.

**5. *Membership Report***

Frank Patek, II BMW CCA Executive Director reported that membership as of the end of February was Primary: 58,832; Associates: 9,213 for a grand total membership of 68,045.

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

- President Steve Johnson reports
  - ◆ BMW CCA membership is declining
  - ◆ 2020 expenses were in excess of revenue
  - ◆ We are very fortunate to have the hard working and dedicated staff at our National office and we sincerely thank them all.

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

### **President**

Eddy Funahashi – Uncontested vote

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

Simone Harrison – 566

Dwayne Mosley - 413

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

David Brighton – 307

Graig Neville - 219

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

President Steve Johnson welcomed Eddy Funahashi, as our new President, David Brighton, North Central RVP and Simone Harrison, South Atlantic RVP of the BMW CCA.

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

President Steve Johnson announced the appointment of the 2021 National Service Officers as follows:

#### **Technical Service Advisors**

Carl O. Nelson - Chair

Jennifer Morgan

Oscar Velez

Brett Hurless

Robert Charlson

Paul Muskopf

**Motion:** Brian Thomason moved to approve the appointment of the 2021 Technical Service Officers. Motion was seconded by Jeff Caldwell. Motion passes 9-0.

#### **BMW CCA Ombudsmen**

John Gamel – Chair

Barry Kleckner

David Levin

**Motion:** Steve Johnson moved to approve the appointment of the 2021 Ombudsmen Officers. Motion was seconded by Darlene Doran. Motion passes 9-0

***Driving Events Committee***

Steve Stepanian - Chair  
Bill O'Neill – North Atlantic  
Scott Meyer – South Atlantic  
Bill Wade – ITS Coordinator

Steve Stepanian – Pacific Region  
Bruce Heersink – Central  
Fred Bell – North Central

**Motion:** Tim Beechuk moved to approve the appointment of the 2021 Driving Events Committee. Motion was seconded by Jeff Cowan. Motion passes 9-0

***Recognition Committee***

Leslie Moyer – Chair  
Joe Vernon – Pacific Region  
Leann Stokes – Central Region  
M. L. Hillard – North Central Region  
Leslie Moyer – South Atlantic Region  
Pete Sullivan – North Atlantic

**Motion:** Darlene Doran moved to approve the appointment of the 2021 Recognition Committee. Motion was seconded by Eddy Funahashi. Motion passes 9-0.

***Tech Committee***

Vacant- Chair	Athena Brekke	Stephen Harvey
Alex Casey	Josh Butts	

**Motion:** Jeff Gomon moved to approve the appointment of the 2021 Tech Committee. Motion was seconded by Dwayne Mosley. Motion passes 9-0

***Ladies Committee***

Lou Ann Shirk – Board Liaison & Non-Geographical  
Eileen Arnaud – North Atlantic  
Robin Warren – South Atlantic  
Janet Kiyota – Central  
Alison Bell – North Central  
Sue Fota – Pacific  
Kristen Arendt – Communications  
Jackie Bechek – Performance Center

**Motion:** Darlene Doran moved to approve the appointment of the 2021 Ladies Committee. Motion was seconded by Dwayne Mosley. Motion passes 9-0

***Club Race***

Scott Reinman

**Motion:** Steve Johnson moved to approve Scott Reinman as the 2021 Club Race Chair. Motion was seconded by Eddy Funahashi. Motion passes 9-0.

***9. Resolution to change bank records to reflect current officers (if applicable)***

None Required

***10. Designation of location and time for 2022 Annual Meeting***

April 1-3, 2022 – Greer, SC

***11. Adjournment at 5:30 PM EST***

**Motion:** Steve Johnson moved to adjourn the Annual Meeting and Darlene Doran seconded the motion. Motion passes unanimously.

## BMW Car Club of America, Inc.

04/06/22

## Balance Sheet

Accrual Basis

As of December 31, 2021

	Dec 31, 21
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
Bill.com Money Out Clearing	-248.00
1000 · Cash	
1024.01 · South State Bank	
1024SA · Tax Set Aside for Char. Purp.	22,260.90
1024.01 · South State Bank - Other	1,166,277.08
Total 1024.01 · South State Bank	1,188,537.98
1024.02 · South State MM	1,004,609.55
1050 · Petty Cash	165.00
Total 1000 · Cash	2,193,312.53
1030 · FSA (South State Bank)	11,563.75
1040 · PayPal	27,387.41
Total Checking/Savings	2,232,015.69
Accounts Receivable	
1100.01 · Accounts Receivable	
1140 · Club Racing	4,763.41
1199.01 · Other	-73,672.77
1100.01 · Accounts Receivable - Other	34,764.61
Total 1100.01 · Accounts Receivable	-34,144.75
Total Accounts Receivable	-34,144.75
Other Current Assets	
1200 · Investments	
1205 · Merrill Lynch	57,666.11
1210 · State Street Research Fund	38,480.90
1810 · Investment - BMW AG	49,655.44
Total 1200 · Investments	145,802.45
1300.01 · Inventory	
1305.01 · Club Logo Merchandise	
1305.96 · Club Racing Logo Merch	11,305.34
1305.01 · Club Logo Merchandise - Other	121,758.63
Total 1305.01 · Club Logo Merchandise	133,063.97
1306.00 · Promotional Merchandise	6,499.96
1300.01 · Inventory - Other	1,451.53
Total 1300.01 · Inventory	141,015.46
1400.01 · Prepaid Expenses	
1405 · Prepaid Insurance	15,697.59
1411 · State Prepaid Taxes	3,135.00
1412 · Prepaid Event Expense	
1412.05 · Prepaid Ofest Event Exp	3,501.50
1412.96 · Prepaid Club Racing Event Exp	163.44
1412 · Prepaid Event Expense - Other	43,887.05
Total 1412 · Prepaid Event Expense	47,551.99
1415 · Other Prepaid Expenses	22,194.20
1400.01 · Prepaid Expenses - Other	1,081.62
Total 1400.01 · Prepaid Expenses	89,660.40
Total Other Current Assets	376,478.31
Total Current Assets	2,574,349.25

## Balance Sheet

As of December 31, 2021

	Dec 31, 21
<b>Fixed Assets</b>	
1500 · Fixed Assets	
1501 · Land	600,000.00
1505 · Building	1,215,645.44
1505a · Building Improvements	512,303.48
1510 · Equipment	162,863.10
1515 · Furniture & Fixtures	13,410.50
1520 · Database	238,699.07
<b>Total 1500 · Fixed Assets</b>	<b>2,742,921.59</b>
1550 · Accumulated Depreciation	
1555 · Accum. Depr. - Building	-132,615.72
1555a · Building Improvements Accum.Dep	-65,805.98
1560 · Accum. Depr. - Equipment	-134,858.20
1565 · Accum. Depr. - Furn. & Fixt.	-3,353.09
1570 · Accum. Depreciation - Database	-155,154.09
<b>Total 1550 · Accumulated Depreciation</b>	<b>-491,787.08</b>
<b>Total Fixed Assets</b>	<b>2,251,134.51</b>
<b>Other Assets</b>	
1600.1 · Suspense	1,200.00
1700 · Certificates of Deposit	
1700.01 · Chelsea Financial Accr.Interest	440,431.80
1702 · CD - AMEX	235,000.00
1714 · CD - Southern First H. Fisher	2,554.24
<b>Total 1700 · Certificates of Deposit</b>	<b>677,986.04</b>
1999 · FSA funds held at Data Path	1,500.00
<b>Total Other Assets</b>	<b>680,686.04</b>
<b>TOTAL ASSETS</b>	<b>5,506,169.80</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Accounts Payable	
2000.01 · Accounts Payable	151,994.30
<b>Total Accounts Payable</b>	<b>151,994.30</b>
<b>Other Current Liabilities</b>	
2100.01 · Deferred Revenues	
2105.01 · Deferred Membership Dues	3,823,444.75
2110.01 · Deferred Mailing Fees	33,992.95
2120 · Deferred sponsorship revenue	2,500.00
2126 · Deferred Event Reg Rev	27,900.00
2170 · Deferred Revenues-Dealerships	
2170.01 · Def Rev-Dealerships-Northwest	1,946.00
2170.08 · Def-Rev BMW of Mobile	2,244.00
2170.09 · Def Rev BMW of Akron	3,654.00
2170.10 · Def Rev Critz BMW	630.00
2170.12 · Def Rev-BMW of Lincoln	102.00
<b>Total 2170 · Deferred Revenues-Dealerships</b>	<b>8,576.00</b>
<b>Total 2100.01 · Deferred Revenues</b>	<b>3,896,413.70</b>
2101 · Payroll Liabilities	
2102 · Accrued Vacation and Comp Time	36,178.67
<b>Total 2101 · Payroll Liabilities</b>	<b>36,178.67</b>

## BMW Car Club of America, Inc.

## Balance Sheet

As of December 31, 2021

	Dec 31, 21
2200 · Payroll Tax Liabilities	
2205 · Withheld Income Taxes	566.40
Total 2200 · Payroll Tax Liabilities	566.40
2201.01 · Sales Tax Payable	936.60
2280 · Payroll Benefits Withheld	453.12
2400 · Accrued Expenses	
2420.01 · Accrued Membership Bucks Pay.	4,281.42
2430 · Accrued Set-Aside	22,260.90
2400 · Accrued Expenses - Other	-11,115.07
Total 2400 · Accrued Expenses	15,427.25
2601 · FSA Funds Held for Employees	8,122.42
Total Other Current Liabilities	3,958,098.16
Total Current Liabilities	4,110,092.46
Total Liabilities	4,110,092.46
Equity	
3001 · Opening Bal Equity	1,164,528.76
3900 · Retained Earnings	-173,272.93
Net Income	404,821.51
Total Equity	1,396,077.34
TOTAL LIABILITIES & EQUITY	5,506,169.80

## BMW Car Club of America, Inc.

## Profit &amp; Loss

04/06/22

January through December 2021

Accrual Basis

	Jan - Dec 21
Ordinary Income/Expense	
Income	
4000 · Revenues	
4005 · Membership Dues	
4005.00 · Membership Dues	2,973,509.94
4005.01 · Promotion Discounts	52.67
4005.96 · Club Race License	32,525.00
Total 4005 · Membership Dues	3,006,087.61
4010.07 · First Class & Air Mail Revenue	17,774.91
4015.07 · Classified Advertising Revenue	7,580.00
4020.07 · Commercial Print Adv Revenue	462,649.63
4021.07 · Online Roundel Advertising Rev	51,947.50
4022.07 · Web-site Advert. Revenue	6,600.00
4025.07 · Reprints Revenue	1,140.25
4030.01 · Merchandise Sales	
4030.96 · Club Racing Merch Sales	4,950.86
4030.01 · Merchandise Sales - Other	238,099.01
Total 4030.01 · Merchandise Sales	243,049.87
4035 · Royalty Income	
4035.02 · Medjet Assistance Royalty	111.68
4035.06 · PartnerShip LLC	105.24
Total 4035 · Royalty Income	216.92
4040.08 · Net Raffle Income	660,270.27
4045.01 · Registrations	
4045.02 · MX1 Registration	32,887.08
4045.05 · Oktoberfest Registration	74,875.00
4045.07 · LOTA WEST	28,925.00
4045.08 · LOTA EAST	31,287.00
4045.96 · Club Racing Registration	198,321.00
4076.01 · Other Event Revenues	
4076.96 · Club Racing Other Event	11,714.70
4076.01 · Other Event Revenues - Other	25,271.50
Total 4076.01 · Other Event Revenues	36,986.20
4045.01 · Registrations - Other	3,831.00
Total 4045.01 · Registrations	407,112.28
4050.01 · Sponsorship	
4050.02 · MX1 Sponsorship	17,500.00
4050.05 · Oktoberfest Sponsorships	135,000.00
4050.06 · Festorics Sponsorship	0.00
4050.07 · Legends Sponsorship	69,000.00
4050.96 · Club Racing Sponsorship	103,895.35
4050.01 · Sponsorship - Other	101,364.00
Total 4050.01 · Sponsorship	426,759.35
4055.01 · List Rentals	4,000.00
4078.01 · Advertising Revenue	5,850.00
4090.01 · Other Revenues	
4092 · Administration Services Income	293,970.91
4093 · Rental Income	42,000.00
Total 4090.01 · Other Revenues	335,970.91
4099.01 · Default Income	-2,843.48
Total 4000 · Revenues	5,634,166.02
Total Income	5,634,166.02



## BMW Car Club of America, Inc.

04/06/22

## Profit &amp; Loss

Accrual Basis

January through December 2021

	Jan - Dec 21
<b>Cost of Goods Sold</b>	
5000.01 · Direct Costs	
5005.00 · Chapter Dues Rebates	
5005.01 · Chapter Dues Rebates Forfeited	-2,318.20
5005.00 · Chapter Dues Rebates - Other	913,662.79
Total 5005.00 · Chapter Dues Rebates	911,344.59
5010.01 · Cost of Merchandise Sold	
5010.96 · Club Racing Cost of Goods Sold	1,598.99
5010.01 · Cost of Merchandise Sold - Other	131,935.88
Total 5010.01 · Cost of Merchandise Sold	133,534.87
5016.07 · Roundel Advertising Rep	113,752.16
5020.01 · Credit Card Fees	121,440.06
Total 5000.01 · Direct Costs	1,280,071.68
<b>Total COGS</b>	1,280,071.68
<b>Gross Profit</b>	4,354,094.34
<b>Expense</b>	
6003.00 · Membership Buck Incentive Exp.	10,923.79
6005 · Salaries & Wages	971,390.33
6006 · Payroll Taxes	81,145.54
6007 · Employee Fringe Benefits	180,159.29
6008 · 401(k) Match	43,698.27
6010 · Outside Contractors	
6014.07 · Roundel Staff	
6011.07 · Roundel Editor-in-Chief	133,300.00
6013.07 · Roundel Design	115,092.28
Total 6014.07 · Roundel Staff	248,392.28
6015 · Writers	197,271.56
6017 · Computer Services	
6017.1 · Elections	3,313.00
6017 · Computer Services - Other	142,819.30
Total 6017 · Computer Services	146,132.30
6021 · Design-Other	5,943.32
6010 · Outside Contractors - Other	66,293.35
Total 6010 · Outside Contractors	664,032.81
6022 · Raffle Expenses	22,704.32
6025 · Printing	
6025E · Electronic Roundel Publishing	5,472.00
6025 · Printing - Other	426,150.80
Total 6025 · Printing	431,622.80
6026 · Postage	
6026.01 · Postage-ACGI	-26,881.47
6026.96 · Club Racing Postage	4,801.48
6026 · Postage - Other	482,710.09
Total 6026 · Postage	460,630.10
6030 · Telephone/Internet	24,001.83
6035 · Utilities	16,154.84
6040 · Travel & Entertainment	
6040ME · Travel (Meals & Entertainment)	1,974.83

## Profit &amp; Loss

January through December 2021

	Jan - Dec 21
6041 · Meetings	
6041.01 · Committee Meetings	1,227.29
6041ME · Meetings (Meals & Ent.)	16,209.46
6041 · Meetings - Other	73,379.62
Total 6041 · Meetings	90,816.37
6043.01 · RVP Travel	
6043ME · RVP Travel (Meals & Ent.)	88.42
6043.01 · RVP Travel - Other	3,874.91
Total 6043.01 · RVP Travel	3,963.33
6046.01 · Employee/Member Goodwill	
6046.02 · Employee Clothing Allowance	2,724.83
6046ME · Empl/Mbr Goodwill (Meals & Ent)	6,746.15
6046.01 · Employee/Member Goodwill - Other	14,513.69
Total 6046.01 · Employee/Member Goodwill	23,984.67
6048.00 · Chapter Goodwill	
6048.01 · Chapter Startup Allowance	3,750.00
Total 6048.00 · Chapter Goodwill	3,750.00
6049.96 · Tech Steward	
6049ME · Tech Steward (Meals & Ent.)	356.30
6049.96 · Tech Steward - Other	5,737.23
Total 6049.96 · Tech Steward	6,093.53
6052.96 · T&S Steward	
6052ME · T&S Steward (Meals & Ent.)	244.27
6052.96 · T&S Steward - Other	7,096.50
Total 6052.96 · T&S Steward	7,340.77
6053.96 · Race Chairman	
6053ME · Race Chairman (Meals & Ent.)	58.57
6053.96 · Race Chairman - Other	1,930.24
Total 6053.96 · Race Chairman	1,988.81
6057.96 · Comp Steward	
6057ME · Comp Steward (Meals & Ent.)	140.12
6057.96 · Comp Steward - Other	5,922.72
Total 6057.96 · Comp Steward	6,062.84
6061.96 · CR Instructor	0.00
6040 · Travel & Entertainment - Other	6,372.22
Total 6040 · Travel & Entertainment	152,347.37
6050 · Office Supplies and Expenses	17,004.61
6051 · Printed Business Supplies	15,577.16
6055 · Insurance	
6055.01 · Insurance Chapter Checks	-167,624.20
6055.02 · Chapter D&O Ins Payments	13,950.03
6055 · Insurance - Other	131,715.25
Total 6055 · Insurance	-21,958.92
6059 · Marketing	
6059ME · Marketing Meals	29.99
6059 · Marketing - Other	11,947.57
Total 6059 · Marketing	11,977.56

## Profit &amp; Loss

January through December 2021

	Jan - Dec 21
6060 · Computer Software	14,453.34
6070 · Dues & Subscriptions	600.00
6075 · Legal Expenses	40,468.19
6076.01 · Accounting Expenses	7,946.66
6080 · Service Contracts	3,904.08
6085 · Occupancy Expenses	
6086 · Real Estate Taxes	45,971.59
6088 · Building Maintenance & Repairs	25,303.42
6085 · Occupancy Expenses - Other	5,940.00
Total 6085 · Occupancy Expenses	77,215.01
6090.01 · Bank Charges	1,850.56
6095 · Equipment Leases	9,255.14
6100.01 · RVP Discretionary Funds	4,250.00
6105 · Event Expense	
6105.02 · MX1 Event Expense	8,050.70
6105.05 · OFEST Event Expense	167,752.49
6105ME · Event Expense Meals	14,295.94
6106.06 · LOTA WEST Event Expense	118,074.97
6106.07 · LOTA EAST Event Expense	40,177.46
6106ME · Event Exp-Leg of Autobahn Meals	170.00
6105 · Event Expense - Other	256,174.03
Total 6105 · Event Expense	604,695.59
6110 · Awards	
6110.96 · CR Trophies	8,147.65
6110 · Awards - Other	2,612.09
Total 6110 · Awards	10,759.74
6205 · Other Expenses	6,494.71
6600 · Surveys	17,500.00
6700 · Charitable Contributions	
6700.00 · Charitable Contr Set-aside	0.00
6700 · Charitable Contributions - Other	0.00
Total 6700 · Charitable Contributions	0.00
6805 · Depreciation Expense	127,349.53
6810 · Bad Debt Expense	
6810.96 · Bad Debt Expense-Club Racing	373.45
Total 6810 · Bad Debt Expense	373.45
Total Expense	4,008,527.70
Net Ordinary Income	345,566.64
Other Income/Expense	
Other Income	
7000 · Other Income	
7005 · Interest Income	2,229.52
7010 · Dividend Income	724.29
7030 · Unrealized +/- on Investment	5,091.50
7040 · (Gain)/Loss on Currency	-36.17
7050 · Tax Refund	62.48
7070 · Litigation Settlement	7,800.00
7000 · Other Income - Other	56,890.04
Total 7000 · Other Income	72,761.66
Total Other Income	72,761.66

8:56 PM

**BMW Car Club of America, Inc.**

04/06/22

**Profit & Loss**

Accrual Basis

January through December 2021

	Jan - Dec 21
Other Expense	
8000 · Other Expense	
8005 · Investment Advisory Fees	90.00
8050 · Federal Income Taxes	11,070.33
8070 · Licenses and Fees	2,346.46
8000 · Other Expense - Other	0.00
Total 8000 · Other Expense	13,506.79
Total Other Expense	13,506.79
Net Other Income	59,254.87
Net Income	404,821.51

**BMW Car Club of America  
Board Conference Call  
June 21, 2022**

Tuesday, June 21, 2022

**1. Call to Order**

The conference call was called to order by Executive Vice President Lou Ann at 7:04 PM EST

**2. Attendees**

**Board Members:** Lou Ann Shirk, Executive Vice President; Darlene Doran, Secretary; Brian Thomason, Treasurer; David Brighton, North Central RVP; Jeff Gomon, Central RVP; Larry Engel, North Atlantic RVP; Simone Harrison, South Atlantic RVP and Steve Libby, Pacific RVP.

**Absent:** Eddy Funahashi, President

**National Office and Roundel:** Frank Patek, Executive Director; Len Rayburn, Creative Director; Edward Tamsberg, Director of IT; and Jason Kazian, Director of Marketing

**Chairs:** Steve Stepanian, DEC

**3. Updates**

**Finances**

**Raffle**

Frank Patek reports the raffle goes live on Wednesday, June 22, 2022. The car has not been delivered.

Jason Kazian reports not having the actual vehicle provides many challenges for marketing the raffle. In the interim, we will use a rendering of the production model with additional marketing material. We have done a promotional in BimmerLife to spark interest. We will have two (2) promotional emails per week at the beginning to gauge ticket sales. Once we have the vehicle, we can start producing promotional videos. We are going to try using LinkedIn as a new source for media.

**2022 O'Fest**

Frank Patek reports as of today we have approximately 250 members registered. Some members have cited lack of an autocross as their reason for not attending. Frank continued by saying, it is a sad day when we can't field a team to host the event. RVP's please reach out to your chapters and promote O'Fest. If we do not see an increase in registrations, some of our room block will be released to the hotel.

**Rendezvous**

**Bourbon Trail**

Frank Patek reports the event was a great success. All attendees were happy with the event and want a repeat for 2023.

**BMW Car Club of America  
Board Conference Call  
June 21, 2022**

**Essex**

Frank Patek reports this event is not performing to the same levels as the Bourbon Trail. To date we only have half of the registration filled. We have contacted the hotel to release some of our rooms to help with attrition.

**Regional Conferences**

Larry Engel said on his quarterly call, the first question asked to the presidents, was what you would like to talk about during a regional conference. The response was improving membership numbers and volunteerism. What can we do to prevent our volunteers from burning out? We need to work on recruitment.

Lou Ann Shirk indicated that we would like to have the regional conferences similar in the sense that they share core topics. It's obvious; each region will have different discussions, however in there where topics are the same across the regions the discussion materials should be common to each region.

**September Board Meeting**

Frank Patek reports that the upcoming in-person meeting will be in Minneapolis MN, September 9-10, 2022. The meeting will be in conjunction with a North Central event. There will be a final dinner on Saturday evening. We will book a hotel near the airport for our board meeting on Sunday.

**Foundation Communication**

Frank Patek reports he has been communicating with the leadership of Street Survival regarding certain policies and the impact of those policies would have on the Club.

**DEC Conference Review**

Steve Stepanian reported on the DEC Committee meeting that was held in Dallas, TX. There were many issues/topics discussed. As appropriate, the DEC will report back to the Board on issues that merit further Board discussion and decision.

**4. Adjourn at 8:24 PM EST**

**Motion:** Darlene Doran made a motion to adjourn the conference cal. Lou Ann Shirk seconded the motion. Motion passes 8-1 absent.