

**BMW Car Club of America  
Board Meeting  
BMW CCA Headquarters, Greer, SC  
June 25, 2023**

**Sunday, June 25, 2023**

**1. Call to Order**

The meeting was called to order by President Eddy Funahashi at 8:55 AM EST.

**2. Attendees**

**Board Members:** Eddy Funahashi, President; Lou Ann Shirk, Executive Vice President; Darlene Doran, Secretary; Mark Hall, Secretary elect; Brian Thomason, Treasurer; Scott Mallan, Treasurer appointee; David Brighton, North Central RVP; Larry Engel, North Atlantic RVP (via Teams); Simone Harrison, South Atlantic RVP; and Jeff Gomon, Central RVP.

**Absent:** Steve Libby, Pacific RVP

**National Office and Roundel:** Frank Patek, Executive Director; Heather Tollison, Director of Financial Operations; Jason Kazian, Director of Corporate Relations; Len Rayburn, Creative Director; Tricia Jones, Events Coordinator; Edward Tamsberg, Director of IT; and Satch Carlson, *Roundel* Editor-in-Chief.

**Guests:** Forrest Bennett, X Chapter; Valerie Caprigno, Boston Chapter; Lonny Shirk, Florida Suncoast Chapter; Tim Beechuk, Buckeye Chapter; Kyle van Hoften, LA Chapter; Aimee Shackelford, LA Chapter; Jonny Valencia, LA Chapter; and Mark Arnold, Buckeye Chapter.

**Chairs:** Steve Stepanian, DEC (via Teams)

**3. Minutes**

The minutes of the December 3, 2022 Board Meeting were approved by vote during the March 14, 2023 Conference Call. Reading of the minutes will be waived.

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

**Motion:** Brian Thomason made a motion we change the rate paid by the Club to reimburse volunteers for use of their personal vehicles on Club business to the lesser of \$0.50/mile or the rate for a standard size rental car for the travel period, plus fuel, when booked 21 days in advance and reflect the same in the Operations Manual as written below. Darlene Doran seconded the motion. Passes 9-0

**Section 4.2.5 Personal Vehicles**

Travelers have the option to travel using their personal vehicle. Automobile related travel expenses, such as mileage, tolls, lodging, parking and meals, will be reimbursed up to the equivalent cost of the lowest available twenty-one (21) day advance purchase airfare or the equivalent cost of using a standard size rental car for the travel period, booked twenty-one

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(21) days in advance, whichever is lowest. Mileage will be reimbursed at the rate of fifty cents (\$0.50) per mile or the lesser of the rental car rate as described above. The mileage reimbursement rate will be evaluated and adjusted from time to time. Receipts for tolls are recommended and are mandatory for tolls in excess of five (\$5.00) dollars. Travelers making a trip using a rental car as the primary vehicle will be reimbursed for the cost of the car plus gasoline, tolls, lodging, parking and meals up to the equivalent cost of the lowest available twenty-one (21) day advance purchase airfare. Use of a personal vehicle to and from the airport is permitted and reimbursed as described in §4.2.3, Ground Transportation.

#### Section 4.2.3 Ground Transportation

Travelers will be reimbursed for travel to and from the departure and destination airports, and to and from meal locations at the destination, unless a free shuttle service is available or unless BMW CCA arranges and pays for ground transportation. Reimbursement is limited to reasonable cost of the available options, such as personal vehicle, taxi, limousine or shuttle bus. The traveler should make every effort, within reason, to use the most practical and cost-effective conveyance. If the traveler uses their personal vehicle; for example, to drive to the departure airport, they can be reimbursed at the rate described in §4.2.5, Personal Vehicles, as established by the Executive Director, plus parking at the airport's most economical parking facility.

**Motion:** Larry Engel made a motion we allow the New Jersey Chapter to test the Thirty-five (\$35.00) six (6) month trial membership for the first autocross of 2023 with no chapter allocation to be revisited in the future. Steve Libby seconded the motion. Passes 8-1 abstention.

The New Jersey Chapter marketed the trial six (6) month membership at their first autocross of 2023. The National office is waiting to receive the information on new members. Some concern was expressed that with the delay in timing, welcome letters may overlap with renewal notices.

**Motion:** Simone Harrison made a motion to accept the Affirmation of Votes as written. Jeff Gomon seconded the motion. Passes 8-1 absent

## 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.

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- 5.4    *Treasurer*  
Brian Thomason had nothing to add to his pre-meeting report.
- 5.5    *South Atlantic RVP*  
Simone Harrison had nothing to add to her pre-meeting report.
- 5.6    *North Atlantic RVP*  
Larry Engel had nothing to add to his pre-meeting report.
- 5.7    *Pacific RVP*  
Steve Libby had nothing to add to his pre-meeting report.
- 5.8    *Central RVP*  
Jeff Gomon had nothing to add to his pre-meeting report.
- 5.9    *North Central RVP*  
David Brighton had nothing to add his pre-meeting report.
- 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 2023**

Frank Patek reported that registration for the event is bleak. With a room block of 200 rooms for the event and an attrition of twenty (20%) percent, there needs to be significant focus on encouraging members to attend. Part of the promotion of O'Fest Forever 2023 will be a Chapter media kit to help drive awareness through Chapter communications. There is also a desire to promote the Audrain tie-in and educate members on the significance of Audrain and the Club's participation in the Fort Adams Cars and Coffee. Jason will ramp of the advertising of the event in hopes of more registrations. Given this is our third O'Fest with a significant loss, we will need to assess the viability of this event for 2024 and beyond.

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**7. National/Regional Events**

**7.1     *Updates***

7.1.1 The Vintage, May 2023

7.1.2 Nittany Bimmers Import Performance Nationals, May 12-13, 2023

7.1.3 Mid-America '02 Fest, June 1-3, 2023

7.1.4 Flat Out Classics, June 2-4, 2023

7.1.5 E-30 Picnic, June 24-25, 2023

7.1.6 Pittsburgh Vintage Grand Prix, July 2023

7.1.6 Connecticut Valley IMSA Corral, Lime Rock, July 21-22, 2023

7.1.7 Monterey Weekend August 2023

7.1.8 Legends of the Autobahn

7.1.9 Festorics at Rolex Motorsport Reunion

7.1.10 Badger Bimmers IMSA Race, August 3-6, 2023

7.1.11 Tarheel Michelin GT Challenge, August 25-27, 2023

7.1.12 Vintage at Saratoga, October 6-8, 2023

7.1.13 Peachtree Motul Petit le Mans, October 11-14, 2023

**Motion:** David Brighton made a motion to designate the IMSA race at Indy September 15-17, 2023 with Regional status. Darlene Doran seconded the motion. Motion passes 8-1 absent

**8. National Programs and Services**

**8.1     *Updates***

8.1.1 IT – see attached report

8.1.2 Club Racing – see attached report

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**8.1.3 Driving Events**

Steve Stepanian reported Bruce Heersink, Central Region DEC has submitted his letter of resignation. Steve Stepanian and Jeff Gomon will search for a replacement.

**8.1.4 Charity Matching Funds – This program is currently inactive.**

**8.1.5 Raffle**

Jason Kazian reported the 2023 Raffle launched June 21, 2023. The prizes for 2023 are strong. The Grand Prize is a BMW M3 Competition Xdrive tuned by Akrapovic First Prize BMW M2 and Main Prize either BMW 330i or 330e. Mailers were sent to every member of the club. Creative and Marketing are working to develop new promotional pieces.

**8.1.6 SIG's – nothing at this time**

**8.1.7 Roundel**

We have been experimenting with Flowpaper to provide a fully digital version of *Roundel*. Flowpaper, to date, is the only provider in this end of the market that meets our criteria and does not operate with proprietary software. Meaning that should they go out of business – like our previous provider – CCA will not lose its archive of past editions.

A decision on the 2024 *Roundel* print schedule is slated for the 3rd 2023 Board meeting agenda. This decision is largely depending on the launch of the Flowpaper digital reader experience.

**8.1.8 Member Committees**

**8.1.8.1 Recognition Program Committee**

Leslie Moyer reported they received 67 nominations for awards for the year 2022. This is the most nominations received since the inception of the program.

**8.1.8.2 Technology Committee – nothing at this time**

**8.1.8.3 Election Vetting Committee – nothing at this time**

**8.1.8.4 NextGen Committee**

Forrest Bennett and Valerie Caprigno are co-chairs of the committee. They attended all of the Regional Meetings, except for Pacific and had a great response from attendees at the other four. They are searching for additional committee members and have received fifty (50) additional names. They will be doing a short survey to these individuals in hopes to accumulate more committee members.

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8.1.8.5 Ladies Committee – see report attached

8.1.9 National Office

8.1.9.1 BMW CCA Growth

Frank Patek reported the membership growth has been on a steady decline. We need to recruit and retain members and to do that we need to better understand of BMW's customer base. The word "enthusiast" still applies, but it is no longer solely driving event based. The club and its programming needs to adapt to better providing experiences that the majority of members want and must actively appeal to BMW's broader customer base. For the CCA members who live and breathe driving events, the good news is that M continues to expand and sell more cars. The driving enthusiast market lives on. We need to drive a serious effort to bring them into CCA and keep them.

8.1.9.2 BimmerLife

Len Rayburn reported the first combined issue of BimmerLife has had great feedback. The layout is more user friendly, with a mobile friendly edition available. Mike Bevels is doing a great job with BimmerLife Online.

8.1.9.3 Associate Dues Increase

**Motion:** Brian Thomason made a motion to increase the Associate Membership fee to \$15.00 effective September 1, 2023. David Brighton seconded motion. 8-1 absent

**9. Policy and Administration**

9.1 Ombudsman – see report attached

9.2 Benefits Update

ADDS – (Tech Company with licensed BMW products)  
Anew Transportation (car logistics and shipping)  
Carbontastic (steering wheels)  
Courtyard Greenville Hotel  
Chicane Racing (lifestyle and racing shoes)  
Kuberth North America (tire cradles)  
Renown USA (steering wheels)  
FCP Euro (working on co-branding events)  
Team One Automotive (automotive service shop)

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- 9.3 BMW Clubs International  
Frank Patek and Eddy Funahashi will be heading to Berlin on July 4, 2023 for the council meeting.
- 9.4 Operations Manual  
Simone Harrison suggested we create a policy regarding usage of SMS messaging to the membership at both the local and national level.
- 9.5 Corporate Structure  
Eddy Funahashi reported that the 501(c)(2) subsidiary corporation has been formed to hold title to the Club's real estate. Lou Ann Shirk will serve as President of the (c)(2), with Steve Johnson and Sherman Kuo as the other two board members.

**10. Foundation**

Tim Beechuk represented the BMW CCA Foundation and will be working with BMW CCA on communication and liaison between the entities.

**11. Financial**

Heather Tollison reported that current registration numbers indicate a potential budgetary loss for O'Fest 2023. Raffle ticket sales are the lowest they've been in the last 10 years. One year membership cards are no longer being printed and mailed. This will result in a cost savings of over \$90,000 a year. Members are provided with information on how to print a card from the website. IT is working with Apple and Google to gain approval for cards that can be downloaded to the wallet feature on iPhones and Android devices. Members at the three (3) and five (5) year level still receive printed membership cards via US Mail. There was significant discussion regarding member allocation and the cost of *Roundel*.

**12. Chapter Issues**

**12.1 RVP Conference Call schedule for 2023**

**Pacific Region** – nothing listed

**Central Region** – nothing listed

**North Central Region** – nothing listed

**South Atlantic Region** – August 2 and November 1, 2023

**North Atlantic Region** - nothing listed

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**12.2 RVP Chapter Visitation schedule for 2023**

**Pacific Region** – nothing listed

**Central Region** – nothing listed

**North Central Region**

Show & Shine, Painesville, OH July 1

Show & Shine, Des Moines July 23

IMSA Race Elkhart Lake, August 4-6

HPDE Belding MI, September 15-16, 2023

**South Atlantic Region**

Regional Meeting August 2, 2023

IMSA Race VIR – August 25-27, 2023

Peachtree IMSA Race – October 11-14, 2023

**North Atlantic Region**

Pittsburgh Vintage Grand Prix – July 21 – 23, 2023

Vintage at Saratoga – October 6-7, 2023

**12.3 Chapter Regional Meetings**

All RVPs held a regional meeting, similar to a mini Chapter Congress. All participants had great ideas etc. and are requesting them again in 2024. Simone Harrison had the first meeting November, 2022 at National Headquarters and set the bar high for the other RVPs. There was great feedback and enthusiasm from all attendees.

The Board will assess the 2023 meetings and consider continuing the Regional Meeting approach for 2024 at its 3<sup>rd</sup> and 4<sup>th</sup> quarter 2023 meetings, including availability of funding to support these meetings.

**12.4 Dealer Engagement Program** – nothing at this time

**12.5 Corporate Status**

Darlene Doran reported the only chapter as of the meeting out of compliance was Hawaii Chapter.

**13. Membership**

**13.1 Sponsorship and Marketing** – see report attached

**14. BMW NA** – nothing at this time



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**15. New Business**

**PBOC**

**Motion:** Simone Harrison made a motion to have Club Race engage with PBOC for the Winter Fest event for 2024. Jeff Gomon seconded motion. 8-1 absent

**Social Media Agencies**

We had live presentations from Turn14 and GearOne to develop and manage social media for the club. A third offer was also received and is being considered.

**16. Future Meetings**

**16.1 Board Meetings**

August 26-27, 2023, Atlanta, GA

December 1-3, 2023, Dallas, TX

**16.2 Conference Calls**

**17. Adjourn**

**Motion:** Darlene Doran made a motion to adjourn at 4:00 PM EST. Eddy Funahashi seconded the motion. Motion passes 8-1 absent

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Board of Directors Meeting  
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BMW CCA Headquarters  
Greer, SC



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**BMW Car Club**  
of America





## ***Agenda***

**Sunday, June 25, 2023**

**8:30 am Call to Order**

**Introduction:** Members, Guests.

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

**8:35 am        Reports**

- President
- Executive Vice-President
- Secretary
- Treasurer
- South Atlantic Regional Vice President
- North Atlantic Regional Vice President
- Pacific Regional Vice President
- 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**

Confidentiality Agreement

### **2. National Events**

Oktoberfest

- 2023

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

- The Vintage, May 2023
- Nittany Bimmers Import Performance Nationals, May 12-13, 2023
- Mid-America '02 Fest, June 1-3, 2023
- Flat Out Classics, June 2-4, 2023
- E-30 Picnic, June 24-25, 2023
- Pittsburgh Vintage Grand Prix, July 2023
- Connecticut Valley IMSA Corral, Lime Rock, July 21-22, 2023
- Monterey Weekend August 2023
  - Legends of the Autobahn
  - Festorics at Rolex Motorsport Reunion
- Badger Bimmers IMSA Race, August 3-6, 2023
- Tarheel Michelin GT Challenge, August 25-27, 2023
- Vintage at Saratoga, October 6-8, 2023
- Peachtree Motul Petit le Mans, October 11-14, 2023

New Requests

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

IT Update

Club Racing

Driving Events

- Autocross Proposal
- Ops Manual Revisions

Charity Matching Funds

Raffle

MINI

Roundel

Member Committees

Recognition Program Committee

Tech Committee

Election Status

Executive Vice President, Secretary and Central RVP

National Office

**5. Policy and Administration**

Ombudsman update  
Tech Rep's update  
Benefits Update  
BMW Clubs International  
Operations Manual  
Chapter Communications  
New Insurance Policy Procedures  
Leadership Committee  
Recognition Committee  
Next Gen Committee  
Strategic Plan

**6. Foundation**

**7. Financial**

**8. Chapter Issues**

RVP Conference call schedule for 2023  
RVP Chapter Visitation schedule for 2023  
Chapter probation report  
Dealer engagement program  
Corporate Status Non-Compliance

**9. Membership**

Membership Drive  
Marketing  
Friend of the Marque

**10. BMW of North America**

**11. New Business:**

**Future Meetings**

Future Meetings  
August 26-27, 2023, Atlanta, GA  
December 1-3, 2023, Dallas, TX  
Conference Calls



06/15/2023

Pre meeting travel report

September 2022 through current 2022

To: All board members, Executive Director, BMW CCA

From: Eddy Funahashi ,

**Subject: President pre meeting report/travel**

**Travel:**

**4<sup>th</sup> quarter 2022 into January 2023**

-December 1<sup>st</sup> s- 5<sup>th</sup> Board Meeting and site review- Rhode Island \$734.00  
-February 1<sup>st</sup> – 5<sup>th</sup> Board Retreat – Santa Margarita, CA. \$162.00  
-May 3 – 9<sup>th</sup> Meetings with Pacific Grove city/golf club, Pacific regional meeting, meetings with vintage car brokers \$240.00

Future (Quarter) Travel

-July 4 – 14<sup>th</sup> International Council meeting Berlin Germany  
-July 20 – 24<sup>th</sup> Pittsburg Vintage Grand Prix – Pittsburg, PA  
-August 15 – 20<sup>th</sup> Legends of the Autobahn – Pacific Grove, CA  
-August 25<sup>th</sup> 28<sup>th</sup> (Proposed) Board meeting Atlanta, GA.  
-September 25 – Oct 2<sup>nd</sup> Ofest, Rhode Island

**Past Travel and recap:**

Although there was not a lot of travel activity for me there was a great amount of work that we've all contributed to.

Our Regional conferences were taking place during this quarter so you that were RVP's had your hands full.

All of our content in this past quarter will be called upon for comments, updates to the supplied information to our chapters and the feedback from our chapters representatives.

Legends Pacific Grove, has been easier to work this year since we now have a templet to work off of from last year and I can tell that the car crowds are returning to the routines of auto activities not seen since prior to the pandemic.



I do appreciate the fact that we as a board functioned under the pressures of living through a real-life nightmare where we were sometimes forced into becoming a “War board” creating routines that were not appreciated by many but necessary towards the purposes for safety such as masking, HPDE’s, etc.

We will have much to now look forward to since that will now be behind us.

Respectfully,

*Eddy*

Eddy Funahashi

Jun 7, 2023

**Pre meeting report Q2 Annual Meeting Greer**

**To: All board members, Executive Director BMW CCA**

**Subject: EVP pre-meeting report**

**Travel:**

Jan 19 -30 2023 Roar Before Rolex and Rolex 24 Daytona, Fl \$0

Feb 1-5 2023 Board retreat/planning meeting Santa Margarita, CA \$488

Feb 17-18 2023 North Central Regional Congress Indianapolis, IN \$433

Feb 11, Apr 8, May 13 2023 UTC Cars n Coffee \$0

Mar 4, Jun 3 Florida Suncoast Cars n Coffee Sarasota, FL \$0

Mar 11 2023 South Atlantic Regional Congress Tampa, Fl. \$301

Mar 31- Apr 2 2023 North Atlantic Regional Congress Newark, NJ \$383

Apr 21 2023 Suncoast Chapter event Revs Institute Naples, FL \$0

May 6 2023 Suncoast Chapter picnic Tampa, Fl \$0

June 22-26 2023 National Board/Annual Meeting Greer, SC \$400

**Future Travel:**

I will be with the newest board in spirit and wish everyone well. Thank you all for giving me the opportunity to serve the membership and hopefully provide some guidance to the National Board to create an enhanced membership experience. See you all down the road!!

**Accomplishments:**

Supported and attended multiple Regional Chapter Congresses conducted by the RVP's

Participated in communications with members to create a "next gen" committee and continue to support this innovative group.

Participated in multiple zoom and teams calls for 2023 National events including O'fest Forever and Legends West.

Collaborated with Executive Director and legal council on the creation of the C2 after the Board approval.

Coordinated efforts with Dirk and the CCCA to be included in the Audrain Concours and participate in events at O'fest Forever in RI 2023.

Continued to support the Ladies Program Committee and assist in coordinating Women only events. Also remain the moderator and Admin for the Women Driving the CCA Facebook group.

Continued to support the Recognition Program Committee through phone calls and emails to provide the best Awards Program possible. Co-ordinated calls with RVP's for official award approvals and assisted the Creative Director with award confirmations.

Continued to support BMW CCA Staff and BMW NA to create the new Mini Motoring Club of America via Teams calls per the request of BMW AG.

Continued to collaborate with the Executive Director to discuss/plan National and regional events and strategic planning objectives for the future of the club.

### **Topics relating to the Board:**

O'fest Forever 2023 and beyond

### **Strategic planning for the Chapter level:**

1. Continued support for developing more governorships to provide an enhanced member experience. Teamed up with Chapter Officers to possibly hold a webinar on this subject.

**BMW Car Club of America, Inc.**  
**Profit & Loss**  
January through April 2023

	Club Racing	Events	Foundation
Ordinary Income/Expense			
Income			
4000 · Revenues			
4005 · Membership Dues			
4005.00 · Membership Dues	0.00	0.00	0.00
4005.01 · Promotion Discounts	0.00	0.00	0.00
4005.96 · Club Race License	14,240.00	0.00	0.00
Total 4005 · Membership Dues	14,240.00	0.00	0.00
4010.07 · First Class & Air Mail Revenue	0.00	0.00	0.00
4015.07 · Classified Advertising Revenue	0.00	0.00	0.00
4020.07 · Commercial Print Adv Revenue	0.00	0.00	0.00
4021.07 · Online Roundel Advertising Rev	0.00	0.00	0.00
4022.07 · Web-site Advert. Revenue	0.00	0.00	0.00
4025.07 · Reprints Revenue	0.00	0.00	0.00
4030.01 · Merchandise Sales			
4030.96 · Club Racing Merch Sales	207.80	0.00	0.00
4030.01 · Merchandise Sales - Other	0.00	1,855.41	0.00
Total 4030.01 · Merchandise Sales	207.80	1,855.41	0.00
4035 · Royalty Income			
4035.02 · Medjet Assistance Royalty	0.00	0.00	0.00
4035.06 · PartnerShip LLC	0.00	0.00	0.00
4035.08 · Collector Chassis	0.00	0.00	0.00
4035 · Royalty Income - Other	0.00	0.00	0.00
Total 4035 · Royalty Income	0.00	0.00	0.00
4045.01 · Registrations			
4045.02 · MX1 Registration	0.00	40,252.80	0.00
4045.07 · LOTA WEST	0.00	5,020.00	0.00
4045.09 · Rendezvous Registration			
4045.91 · Bourbon Trail Registration	0.00	95,762.00	0.00
Total 4045.09 · Rendezvous Registration	0.00	95,762.00	0.00
4045.11 · Daytona Rolex 24 Registration	0.00	59,275.50	0.00
Total 4045.01 · Registrations	0.00	200,310.30	0.00
4050.01 · Sponsorship			
4050.02 · MX1 Sponsorship	0.00	15,000.00	0.00
4050.05 · Oktoberfest Sponsorships	0.00	58,000.00	0.00
4050.06 · Festorics Sponsorship	0.00	7,500.00	0.00
4050.07 · Legends Sponsorship	0.00	25,500.00	0.00
4050.11 · Daytona Rolex 24 Sponsorship	0.00	25,000.00	0.00
4050.12 · PVGP Sponsorship	0.00	2,500.00	0.00
4050.96 · Club Racing Sponsorship	90,525.00	0.00	0.00
4050.01 · Sponsorship - Other	0.00	155,000.00	0.00
Total 4050.01 · Sponsorship	90,525.00	288,500.00	0.00
4090.01 · Other Revenues			
4092 · Administration Services Income	0.00	0.00	94,421.69

**BMW Car Club of America, Inc.**  
**Profit & Loss**  
January through April 2023

	Club Racing	Events	Foundation
4093 · Rental Income	0.00	1,900.00	0.00
4090.01 · Other Revenues - Other	0.00	0.00	0.00
<b>Total 4090.01 · Other Revenues</b>	<b>0.00</b>	<b>1,900.00</b>	<b>94,421.69</b>
4095 · SC Sales Tax Income			
4095.00 · SC Sales & Use Tax Discount	0.00	0.00	0.00
<b>Total 4095 · SC Sales Tax Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
4099.01 · Default Income	0.00	0.00	0.00
<b>Total 4000 · Revenues</b>	<b>104,972.80</b>	<b>492,565.71</b>	<b>94,421.69</b>
<b>Total Income</b>	<b>104,972.80</b>	<b>492,565.71</b>	<b>94,421.69</b>
<b>Cost of Goods Sold</b>			
5000.01 · Direct Costs			
5005.00 · Chapter Dues Rebates	0.00	0.00	0.00
5010.01 · Cost of Merchandise Sold			
5010.96 · Club Racing Cost of Goods Sold	46.11	0.00	0.00
5010.01 · Cost of Merchandise Sold - Other	0.00	0.00	0.00
<b>Total 5010.01 · Cost of Merchandise Sold</b>	<b>46.11</b>	<b>0.00</b>	<b>0.00</b>
5016.07 · Roundel Advertising Rep	0.00	0.00	0.00
5020.01 · Credit Card Fees	906.30	3,944.98	0.00
<b>Total 5000.01 · Direct Costs</b>	<b>952.41</b>	<b>3,944.98</b>	<b>0.00</b>
<b>Total COGS</b>	<b>952.41</b>	<b>3,944.98</b>	<b>0.00</b>
<b>Gross Profit</b>	<b>104,020.39</b>	<b>488,620.73</b>	<b>94,421.69</b>
<b>Expense</b>			
6003.00 · Membership Buck Incentive Exp.	0.00	0.00	0.00
6005 · Salaries & Wages	7,388.16	0.00	0.00
6006 · Payroll Taxes	565.20	0.00	0.00
6007 · Employee Fringe Benefits	1,241.58	0.00	8,576.04
6008 · 401(k) Match	461.76	0.00	0.00
6010 · Outside Contractors			
6014.07 · Roundel Staff			
6011.07 · Roundel Editor-in-Chief	0.00	0.00	0.00
6013.07 · Roundel Design	0.00	0.00	0.00
<b>Total 6014.07 · Roundel Staff</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
6015 · Writers	0.00	0.00	0.00
6017 · Computer Services			
6017.1 · Elections	0.00	0.00	0.00
6017 · Computer Services - Other	118.00	0.00	0.00
<b>Total 6017 · Computer Services</b>	<b>118.00</b>	<b>0.00</b>	<b>0.00</b>
6021 · Design-Other	0.00	0.00	0.00
6010 · Outside Contractors - Other	300.00	0.00	0.00
<b>Total 6010 · Outside Contractors</b>	<b>418.00</b>	<b>0.00</b>	<b>0.00</b>
6022 · Raffle Expenses	0.00	0.00	0.00
6025 · Printing	212.68	0.10	0.00
6026 · Postage			
6026.01 · Postage-ACGI	0.00	0.00	0.00

**BMW Car Club of America, Inc.**  
**Profit & Loss**  
January through April 2023

	Club Racing	Events	Foundation
6026.96 · Club Racing Postage	842.16	0.00	0.00
6026 · Postage - Other	0.00	327.71	0.00
<b>Total 6026 · Postage</b>	<b>842.16</b>	<b>327.71</b>	<b>0.00</b>
6030 · Telephone/Internet	0.00	0.00	0.00
6035 · Utilities	0.00	0.00	0.00
6040 · Travel & Entertainment			
6040ME · Travel (Meals & Entertainment)	46.44	0.00	0.00
6041 · Meetings			
6041.03 · Regional Meetings	0.00	0.00	0.00
6041ME · Meetings (Meals & Ent.)	790.94	48.78	0.00
6041 · Meetings - Other	3,894.16	379.40	0.00
<b>Total 6041 · Meetings</b>	<b>4,685.10</b>	<b>428.18</b>	<b>0.00</b>
6043.01 · RVP Travel	0.00	0.00	0.00
6046.01 · Employee/Member Goodwill			
6046.02 · Employee Clothing Allowance	0.00	0.00	0.00
6046ME · Empl/Mbr Goodwill (Meals & Ent)	0.00	0.00	0.00
6046.01 · Employee/Member Goodwill - Other	0.00	0.00	0.00
<b>Total 6046.01 · Employee/Member Goodwill</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
6049.96 · Tech Steward	1,820.39	0.00	0.00
6052.96 · T&S Steward	571.03	0.00	0.00
6057.96 · Comp Steward	1,407.30	0.00	0.00
6040 · Travel & Entertainment - Other	595.37	0.00	0.00
<b>Total 6040 · Travel &amp; Entertainment</b>	<b>9,125.63</b>	<b>428.18</b>	<b>0.00</b>
6050 · Office Supplies and Expenses	21.39	0.00	0.00
6051 · Printed Business Supplies	0.00	0.00	0.00
6055 · Insurance			
6055.01 · Insurance Chapter Checks	-1,450.00	0.00	0.00
6055.02 · Chapter D&O Ins Payments	0.00	0.00	0.00
6055 · Insurance - Other	0.00	0.00	0.00
<b>Total 6055 · Insurance</b>	<b>-1,450.00</b>	<b>0.00</b>	<b>0.00</b>
6059 · Marketing			
6059E · Marketing Events	0.00	25.00	0.00
6059ME · Marketing Meals	0.00	457.20	0.00
6059 · Marketing - Other	1,221.67	10,725.22	0.00
<b>Total 6059 · Marketing</b>	<b>1,221.67</b>	<b>11,207.42</b>	<b>0.00</b>
6060 · Computer Software	0.00	0.00	0.00
6065 · Training & Education	0.00	452.24	0.00
6070 · Dues & Subscriptions	600.00	0.00	0.00
6075 · Legal Expenses	0.00	931.07	0.00
6076.01 · Accounting Expenses	0.00	0.00	0.00
6080 · Service Contracts	0.00	0.00	0.00
6085 · Occupancy Expenses			
6088 · Building Maintenance & Repairs	0.00	0.00	0.00
6085 · Occupancy Expenses - Other	0.00	0.00	0.00

**BMW Car Club of America, Inc.**  
**Profit & Loss**  
January through April 2023

	Club Racing	Events	Foundation
Total 6085 · Occupancy Expenses	0.00	0.00	0.00
6090.01 · Bank Charges	0.00	0.00	0.00
6095 · Equipment Leases	0.00	0.00	0.00
6100.01 · RVP Discretionary Funds	0.00	0.00	0.00
6105 · Event Expense			
6105.02 · MX1 Event Expense	0.00	14,803.14	0.00
6105.05 · OFEST Event Expense	0.00	71,181.19	0.00
6105.06 · Festorics Event Expense	0.00	1,987.33	0.00
6105.09 · Rendezvous Event Expense			
6105.91 · Bourbon Trail Event Expense	0.00	25,327.76	0.00
6105.09 · Rendezvous Event Expense - Other	0.00	10,074.00	0.00
Total 6105.09 · Rendezvous Event Expense	0.00	35,401.76	0.00
6105.11 · Daytona Rolex 24 Event Expense	0.00	79,874.66	0.00
6106.06 · LOTA WEST Event Expense	0.00	6,405.21	0.00
6105 · Event Expense - Other	0.00	23,514.75	0.00
Total 6105 · Event Expense	0.00	233,168.04	0.00
6110 · Awards			
6110.96 · CR Trophies	6,213.63	0.00	0.00
Total 6110 · Awards	6,213.63	0.00	0.00
6205 · Other Expenses	918.55	0.00	0.00
6805 · Depreciation Expense	0.00	0.00	0.00
Total Expense	27,780.41	246,514.76	8,576.04
Net Ordinary Income	76,239.98	242,105.97	85,845.65
Other Income/Expense			
Other Income			
7000 · Other Income			
7005 · Interest Income	0.00	0.00	0.00
7010 · Dividend Income	0.00	0.00	0.00
7015.01 · Revenue Write offs	0.00	0.00	0.00
7030 · Unrealized +/- on Investment	0.00	0.00	0.00
7070 · Litigation Settlement	0.00	0.00	0.00
Total 7000 · Other Income	0.00	0.00	0.00
Total Other Income	0.00	0.00	0.00
Other Expense			
8000 · Other Expense			
8050 · Federal Income Taxes	0.00	0.00	0.00
8070 · Licenses and Fees	0.00	0.00	0.00
Total 8000 · Other Expense	0.00	0.00	0.00
Total Other Expense	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00
Net Income	76,239.98	242,105.97	85,845.65

# BMW Car Club of America, Inc.

## Profit & Loss

January through April 2023

	MINI	MOA	Board (National)	General (National)
Ordinary Income/Expense				
Income				
4000 · Revenues				
4005 · Membership Dues				
4005.00 · Membership Dues	0.00	0.00	0.00	882,093.37
4005.01 · Promotion Discounts	0.00	0.00	0.00	154.00
4005.96 · Club Race License	0.00	0.00	0.00	0.00
Total 4005 · Membership Dues	0.00	0.00	0.00	882,247.37
4010.07 · First Class & Air Mail Revenue	0.00	0.00	0.00	8,582.69
4015.07 · Classified Advertising Revenue	0.00	0.00	0.00	125.00
4020.07 · Commercial Print Adv Revenue	0.00	0.00	0.00	0.00
4021.07 · Online Roundel Advertising Rev	0.00	0.00	0.00	921.99
4022.07 · Web-site Advert. Revenue	0.00	0.00	0.00	4,000.00
4025.07 · Reprints Revenue	0.00	0.00	0.00	278.90
4030.01 · Merchandise Sales				
4030.96 · Club Racing Merch Sales	0.00	0.00	0.00	1,010.75
4030.01 · Merchandise Sales - Other	0.00	0.00	0.00	43,926.85
Total 4030.01 · Merchandise Sales	0.00	0.00	0.00	44,937.60
4035 · Royalty Income				
4035.02 · Medjet Assistance Royalty	0.00	0.00	0.00	60.18
4035.06 · PartnerShip LLC	0.00	0.00	0.00	50.46
4035.08 · Collector Chassis	0.00	0.00	0.00	152.52
4035 · Royalty Income - Other	0.00	0.00	0.00	120.00
Total 4035 · Royalty Income	0.00	0.00	0.00	383.16
4045.01 · Registrations				
4045.02 · MX1 Registration	0.00	0.00	0.00	0.00
4045.07 · LOTA WEST	0.00	0.00	0.00	0.00
4045.09 · Rendezvous Registration				
4045.91 · Bourbon Trail Registration	0.00	0.00	0.00	0.00
Total 4045.09 · Rendezvous Registration	0.00	0.00	0.00	0.00
4045.11 · Daytona Rolex 24 Registration	0.00	0.00	0.00	0.00
Total 4045.01 · Registrations	0.00	0.00	0.00	0.00
4050.01 · Sponsorship				
4050.02 · MX1 Sponsorship	0.00	0.00	0.00	0.00
4050.05 · Oktoberfest Sponsorships	0.00	0.00	0.00	0.00
4050.06 · Festorics Sponsorship	0.00	0.00	0.00	0.00
4050.07 · Legends Sponsorship	0.00	0.00	0.00	0.00
4050.11 · Daytona Rolex 24 Sponsorship	0.00	0.00	0.00	0.00
4050.12 · PVGP Sponsorship	0.00	0.00	0.00	0.00
4050.96 · Club Racing Sponsorship	0.00	0.00	0.00	0.00
4050.01 · Sponsorship - Other	0.00	0.00	0.00	0.00
Total 4050.01 · Sponsorship	0.00	0.00	0.00	0.00
4090.01 · Other Revenues				
4092 · Administration Services Income	0.00	0.00	0.00	0.00



BMW Car Club of America, Inc.

Profit & Loss

January through April 2023

	MINI	MOA	Board (National)	General (National)
4093 · Rental Income	0.00	17,000.00	0.00	0.00
4090.01 · Other Revenues - Other	0.00	0.00	0.00	0.00
Total 4090.01 · Other Revenues	0.00	17,000.00	0.00	0.00
4095 · SC Sales Tax Income				
4095.00 · SC Sales & Use Tax Discount	0.00	0.00	0.00	2.18
Total 4095 · SC Sales Tax Income	0.00	0.00	0.00	2.18
4099.01 · Default Income	0.00	0.00	0.00	664.00
Total 4000 · Revenues	0.00	17,000.00	0.00	942,142.89
Total Income	0.00	17,000.00	0.00	942,142.89
Cost of Goods Sold				
5000.01 · Direct Costs				
5005.00 · Chapter Dues Rebates	0.00	0.00	0.00	228,245.86
5010.01 · Cost of Merchandise Sold				
5010.96 · Club Racing Cost of Goods Sold	0.00	0.00	0.00	312.69
5010.01 · Cost of Merchandise Sold - Other	0.00	0.00	0.00	14,056.44
Total 5010.01 · Cost of Merchandise Sold	0.00	0.00	0.00	14,369.13
5016.07 · Roundel Advertising Rep	0.00	0.00	0.00	0.00
5020.01 · Credit Card Fees	0.00	0.00	0.00	30,939.16
Total 5000.01 · Direct Costs	0.00	0.00	0.00	273,554.15
Total COGS	0.00	0.00	0.00	273,554.15
Gross Profit	0.00	17,000.00	0.00	668,588.74
Expense				
6003.00 · Membership Buck Incentive Exp.	0.00	0.00	0.00	45,057.24
6005 · Salaries & Wages	0.00	0.00	0.00	359,562.85
6006 · Payroll Taxes	0.00	0.00	0.00	28,396.73
6007 · Employee Fringe Benefits	0.00	0.00	0.00	42,269.33
6008 · 401(k) Match	0.00	0.00	0.00	10,850.85
6010 · Outside Contractors				
6014.07 · Roundel Staff				
6011.07 · Roundel Editor-in-Chief	0.00	0.00	0.00	0.00
6013.07 · Roundel Design	0.00	0.00	0.00	0.00
Total 6014.07 · Roundel Staff	0.00	0.00	0.00	0.00
6015 · Writers	0.00	0.00	0.00	0.00
6017 · Computer Services				
6017.1 · Elections	0.00	0.00	7,040.71	0.00
6017 · Computer Services - Other	0.00	0.00	0.00	35,135.16
Total 6017 · Computer Services	0.00	0.00	7,040.71	35,135.16
6021 · Design-Other	0.00	0.00	0.00	350.00
6010 · Outside Contractors - Other	0.00	0.00	0.00	9,089.33
Total 6010 · Outside Contractors	0.00	0.00	7,040.71	44,574.49
6022 · Raffle Expenses	0.00	0.00	0.00	0.00
6025 · Printing	0.00	0.00	0.00	7,843.62
6026 · Postage				
6026.01 · Postage-ACGI	0.00	0.00	0.00	-795.07

# BMW Car Club of America, Inc.

## Profit & Loss

January through April 2023

	MINI	MOA	Board (National)	General (National)
6026.96 · Club Racing Postage	0.00	0.00	0.00	0.00
6026 · Postage - Other	0.00	0.00	0.00	10,046.78
<b>Total 6026 · Postage</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>9,251.71</b>
6030 · Telephone/Internet	0.00	0.00	0.00	5,928.22
6035 · Utilities	0.00	0.00	0.00	5,027.85
6040 · Travel & Entertainment				
6040ME · Travel (Meals & Entertainment)	0.00	0.00	0.00	21.29
6041 · Meetings				
6041.03 · Regional Meetings	0.00	0.00	32,261.04	0.00
6041ME · Meetings (Meals & Ent.)	0.00	0.00	1,734.02	114.10
6041 · Meetings - Other	0.00	0.00	16,018.23	1,021.94
<b>Total 6041 · Meetings</b>	<b>0.00</b>	<b>0.00</b>	<b>50,013.29</b>	<b>1,136.04</b>
6043.01 · RVP Travel	0.00	0.00	727.47	0.00
6046.01 · Employee/Member Goodwill				
6046.02 · Employee Clothing Allowance	0.00	0.00	0.00	76.57
6046ME · Empl/Mbr Goodwill (Meals & Ent)	0.00	0.00	0.00	880.49
6046.01 · Employee/Member Goodwill - Other	0.00	0.00	0.00	6,131.70
<b>Total 6046.01 · Employee/Member Goodwill</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>7,088.76</b>
6049.96 · Tech Steward	0.00	0.00	0.00	0.00
6052.96 · T&S Steward	0.00	0.00	0.00	0.00
6057.96 · Comp Steward	0.00	0.00	0.00	0.00
6040 · Travel & Entertainment - Other	0.00	0.00	493.05	17.17
<b>Total 6040 · Travel &amp; Entertainment</b>	<b>0.00</b>	<b>0.00</b>	<b>51,233.81</b>	<b>8,263.26</b>
6050 · Office Supplies and Expenses	0.00	0.00	10.97	4,151.75
6051 · Printed Business Supplies	0.00	0.00	0.00	7,383.75
6055 · Insurance				
6055.01 · Insurance Chapter Checks	0.00	0.00	0.00	-54,583.23
6055.02 · Chapter D&O Ins Payments	0.00	0.00	0.00	1,184.33
6055 · Insurance - Other	0.00	0.00	0.00	65,749.11
<b>Total 6055 · Insurance</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>12,350.21</b>
6059 · Marketing				
6059E · Marketing Events	0.00	0.00	0.00	0.00
6059ME · Marketing Meals	0.00	0.00	0.00	0.00
6059 · Marketing - Other	0.00	0.00	0.00	1,739.00
<b>Total 6059 · Marketing</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,739.00</b>
6060 · Computer Software	0.00	0.00	0.00	4,369.32
6065 · Training & Education	0.00	0.00	0.00	459.81
6070 · Dues & Subscriptions	0.00	0.00	0.00	0.00
6075 · Legal Expenses	5,863.00	3,444.50	0.00	433.50
6076.01 · Accounting Expenses	0.00	0.00	0.00	2,599.60
6080 · Service Contracts	5,216.68	0.00	0.00	3,989.32
6085 · Occupancy Expenses				
6088 · Building Maintenance & Repairs	0.00	0.00	0.00	8,204.98
6085 · Occupancy Expenses - Other	0.00	0.00	0.00	1,980.00

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

**Profit & Loss**

January through April 2023

	MINI	MOA	Board (National)	General (National)
Total 6085 · Occupancy Expenses	0.00	0.00	0.00	10,184.98
6090.01 · Bank Charges	0.00	0.00	0.00	278.00
6095 · Equipment Leases	0.00	0.00	0.00	2,255.00
6100.01 · RVP Discretionary Funds	0.00	0.00	1,900.00	0.00
6105 · Event Expense				
6105.02 · MX1 Event Expense	0.00	0.00	0.00	0.00
6105.05 · OFEST Event Expense	0.00	0.00	0.00	0.00
6105.06 · Festorics Event Expense	0.00	0.00	0.00	0.00
6105.09 · Rendezvous Event Expense				
6105.91 · Bourbon Trail Event Expense	0.00	0.00	0.00	0.00
6105.09 · Rendezvous Event Expense - Other	0.00	0.00	0.00	0.00
Total 6105.09 · Rendezvous Event Expense	0.00	0.00	0.00	0.00
6105.11 · Daytona Rolex 24 Event Expense	0.00	0.00	0.00	0.00
6106.06 · LOTA WEST Event Expense	0.00	0.00	0.00	0.00
6105 · Event Expense - Other	0.00	0.00	0.00	0.00
Total 6105 · Event Expense	0.00	0.00	0.00	0.00
6110 · Awards				
6110.96 · CR Trophies	0.00	0.00	0.00	0.00
Total 6110 · Awards	0.00	0.00	0.00	0.00
6205 · Other Expenses	0.00	0.00	0.00	0.00
6805 · Depreciation Expense	0.00	0.00	0.00	43,997.38
Total Expense	11,079.68	3,444.50	60,185.49	661,217.77
Net Ordinary Income	-11,079.68	13,555.50	-60,185.49	7,370.97
Other Income/Expense				
Other Income				
7000 · Other Income				
7005 · Interest Income	0.00	0.00	0.00	9,954.10
7010 · Dividend Income	0.00	0.00	0.00	-123.53
7015.01 · Revenue Write offs	0.00	0.00	0.00	-3,135.00
7030 · Unrealized +/- on Investment	0.00	0.00	0.00	11,285.04
7070 · Litigation Settlement	0.00	0.00	0.00	2,400.00
Total 7000 · Other Income	0.00	0.00	0.00	20,380.61
Total Other Income	0.00	0.00	0.00	20,380.61
Other Expense				
8000 · Other Expense				
8050 · Federal Income Taxes	0.00	0.00	0.00	0.00
8070 · Licenses and Fees	0.00	0.00	0.00	25.00
Total 8000 · Other Expense	0.00	0.00	0.00	25.00
Total Other Expense	0.00	0.00	0.00	25.00
Net Other Income	0.00	0.00	0.00	20,355.61
Net Income	-11,079.68	13,555.50	-60,185.49	27,726.58

**BMW Car Club of America, Inc.**  
**Profit & Loss**  
January through April 2023

	BimmerLife		
	Total National	Raffle	(Roundel)
<hr/>			
Ordinary Income/Expense			
Income			
4000 · Revenues			
4005 · Membership Dues			
4005.00 · Membership Dues	882,093.37	0.00	0.00
4005.01 · Promotion Discounts	154.00	0.00	0.00
4005.96 · Club Race License	0.00	0.00	0.00
Total 4005 · Membership Dues	<hr/> 882,247.37	0.00	0.00
4010.07 · First Class & Air Mail Revenue	8,582.69	0.00	0.00
4015.07 · Classified Advertising Revenue	125.00	0.00	0.00
4020.07 · Commercial Print Adv Revenue	0.00	0.00	8,740.00
4021.07 · Online Roundel Advertising Rev	921.99	0.00	8,000.00
4022.07 · Web-site Advert. Revenue	4,000.00	0.00	0.00
4025.07 · Reprints Revenue	278.90	0.00	0.00
4030.01 · Merchandise Sales			
4030.96 · Club Racing Merch Sales	1,010.75	0.00	0.00
4030.01 · Merchandise Sales - Other	43,926.85	0.00	0.00
Total 4030.01 · Merchandise Sales	<hr/> 44,937.60	0.00	0.00
4035 · Royalty Income			
4035.02 · Medjet Assistance Royalty	60.18	0.00	0.00
4035.06 · PartnerShip LLC	50.46	0.00	0.00
4035.08 · Collector Chassis	152.52	0.00	0.00
4035 · Royalty Income - Other	120.00	0.00	0.00
Total 4035 · Royalty Income	<hr/> 383.16	0.00	0.00
4045.01 · Registrations			
4045.02 · MX1 Registration	0.00	0.00	0.00
4045.07 · LOTA WEST	0.00	0.00	0.00
4045.09 · Rendezvous Registration			
4045.91 · Bourbon Trail Registration	0.00	0.00	0.00
Total 4045.09 · Rendezvous Registration	<hr/> 0.00	0.00	0.00
4045.11 · Daytona Rolex 24 Registration	0.00	0.00	0.00
Total 4045.01 · Registrations	<hr/> 0.00	0.00	0.00
4050.01 · Sponsorship			
4050.02 · MX1 Sponsorship	0.00	0.00	0.00
4050.05 · Oktoberfest Sponsorships	0.00	0.00	0.00
4050.06 · Festorics Sponsorship	0.00	0.00	0.00
4050.07 · Legends Sponsorship	0.00	0.00	0.00
4050.11 · Daytona Rolex 24 Sponsorship	0.00	0.00	0.00
4050.12 · PVGP Sponsorship	0.00	0.00	0.00
4050.96 · Club Racing Sponsorship	0.00	0.00	0.00
4050.01 · Sponsorship - Other	0.00	0.00	0.00
Total 4050.01 · Sponsorship	<hr/> 0.00	0.00	0.00
4090.01 · Other Revenues			
4092 · Administration Services Income	0.00	0.00	0.00

# BMW Car Club of America, Inc.

## Profit & Loss

January through April 2023

	BimmerLife		
	Total National	Raffle	(Roundel)
4093 · Rental Income	0.00	0.00	0.00
4090.01 · Other Revenues - Other	0.00	4,224.67	0.00
<b>Total 4090.01 · Other Revenues</b>	<b>0.00</b>	<b>4,224.67</b>	<b>0.00</b>
4095 · SC Sales Tax Income			
4095.00 · SC Sales & Use Tax Discount	2.18	0.00	0.00
<b>Total 4095 · SC Sales Tax Income</b>	<b>2.18</b>	<b>0.00</b>	<b>0.00</b>
4099.01 · Default Income	664.00	0.00	0.00
<b>Total 4000 · Revenues</b>	<b>942,142.89</b>	<b>4,224.67</b>	<b>16,740.00</b>
<b>Total Income</b>	<b>942,142.89</b>	<b>4,224.67</b>	<b>16,740.00</b>
<b>Cost of Goods Sold</b>			
5000.01 · Direct Costs			
5005.00 · Chapter Dues Rebates	228,245.86	0.00	0.00
5010.01 · Cost of Merchandise Sold			
5010.96 · Club Racing Cost of Goods Sold	312.69	0.00	0.00
5010.01 · Cost of Merchandise Sold - Other	14,056.44	0.00	0.00
<b>Total 5010.01 · Cost of Merchandise Sold</b>	<b>14,369.13</b>	<b>0.00</b>	<b>0.00</b>
5016.07 · Roundel Advertising Rep	0.00	0.00	0.00
5020.01 · Credit Card Fees	30,939.16	64.10	0.00
<b>Total 5000.01 · Direct Costs</b>	<b>273,554.15</b>	<b>64.10</b>	<b>0.00</b>
<b>Total COGS</b>	<b>273,554.15</b>	<b>64.10</b>	<b>0.00</b>
<b>Gross Profit</b>	<b>668,588.74</b>	<b>4,160.57</b>	<b>16,740.00</b>
<b>Expense</b>			
6003.00 · Membership Buck Incentive Exp.	45,057.24	0.00	0.00
6005 · Salaries & Wages	359,562.85	0.00	0.00
6006 · Payroll Taxes	28,396.73	0.00	0.00
6007 · Employee Fringe Benefits	42,269.33	0.00	0.00
6008 · 401(k) Match	10,850.85	0.00	0.00
6010 · Outside Contractors			
6014.07 · Roundel Staff			
6011.07 · Roundel Editor-in-Chief	0.00	0.00	0.00
6013.07 · Roundel Design	0.00	0.00	0.00
<b>Total 6014.07 · Roundel Staff</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
6015 · Writers	0.00	0.00	13,825.00
6017 · Computer Services			
6017.1 · Elections	7,040.71	0.00	0.00
6017 · Computer Services - Other	35,135.16	0.00	0.00
<b>Total 6017 · Computer Services</b>	<b>42,175.87</b>	<b>0.00</b>	<b>0.00</b>
6021 · Design-Other	350.00	0.00	1,598.00
6010 · Outside Contractors - Other	9,089.33	0.00	0.00
<b>Total 6010 · Outside Contractors</b>	<b>51,615.20</b>	<b>0.00</b>	<b>15,423.00</b>
6022 · Raffle Expenses	0.00	7,925.00	0.00
6025 · Printing	7,843.62	0.00	54,459.73
6026 · Postage			
6026.01 · Postage-ACGI	-795.07	0.00	0.00

**BMW Car Club of America, Inc.**  
**Profit & Loss**  
January through April 2023

	Total National	Raffle	BimmerLife (Roundel)
6026.96 · Club Racing Postage	0.00	0.00	0.00
6026 · Postage - Other	10,046.78	180.14	51,358.35
<b>Total 6026 · Postage</b>	<b>9,251.71</b>	<b>180.14</b>	<b>51,358.35</b>
6030 · Telephone/Internet	5,928.22	0.00	0.00
6035 · Utilities	5,027.85	0.00	0.00
6040 · Travel & Entertainment			
6040ME · Travel (Meals & Entertainment)	21.29	0.00	0.00
6041 · Meetings			
6041.03 · Regional Meetings	32,261.04	0.00	0.00
6041ME · Meetings (Meals & Ent.)	1,848.12	0.00	0.00
6041 · Meetings - Other	17,040.17	0.00	0.00
<b>Total 6041 · Meetings</b>	<b>51,149.33</b>	<b>0.00</b>	<b>0.00</b>
6043.01 · RVP Travel	727.47	0.00	0.00
6046.01 · Employee/Member Goodwill			
6046.02 · Employee Clothing Allowance	76.57	0.00	0.00
6046ME · Empl/Mbr Goodwill (Meals & Ent)	880.49	0.00	0.00
6046.01 · Employee/Member Goodwill - Other	6,131.70	0.00	0.00
<b>Total 6046.01 · Employee/Member Goodwill</b>	<b>7,088.76</b>	<b>0.00</b>	<b>0.00</b>
6049.96 · Tech Steward	0.00	0.00	0.00
6052.96 · T&S Steward	0.00	0.00	0.00
6057.96 · Comp Steward	0.00	0.00	0.00
6040 · Travel & Entertainment - Other	510.22	0.00	0.00
<b>Total 6040 · Travel &amp; Entertainment</b>	<b>59,497.07</b>	<b>0.00</b>	<b>0.00</b>
6050 · Office Supplies and Expenses	4,162.72	0.00	0.00
6051 · Printed Business Supplies	7,383.75	0.00	0.00
6055 · Insurance			
6055.01 · Insurance Chapter Checks	-54,583.23	0.00	0.00
6055.02 · Chapter D&O Ins Payments	1,184.33	0.00	0.00
6055 · Insurance - Other	65,749.11	0.00	0.00
<b>Total 6055 · Insurance</b>	<b>12,350.21</b>	<b>0.00</b>	<b>0.00</b>
6059 · Marketing			
6059E · Marketing Events	0.00	0.00	0.00
6059ME · Marketing Meals	0.00	0.00	0.00
6059 · Marketing - Other	1,739.00	0.00	0.00
<b>Total 6059 · Marketing</b>	<b>1,739.00</b>	<b>0.00</b>	<b>0.00</b>
6060 · Computer Software	4,369.32	0.00	0.00
6065 · Training & Education	459.81	0.00	0.00
6070 · Dues & Subscriptions	0.00	0.00	0.00
6075 · Legal Expenses	433.50	100.00	0.00
6076.01 · Accounting Expenses	2,599.60	0.00	0.00
6080 · Service Contracts	3,989.32	0.00	0.00
6085 · Occupancy Expenses			
6088 · Building Maintenance & Repairs	8,204.98	0.00	0.00
6085 · Occupancy Expenses - Other	1,980.00	0.00	0.00

**BMW Car Club of America, Inc.**  
**Profit & Loss**  
January through April 2023

	Total National	Raffle	BimmerLife (Roundel)
Total 6085 · Occupancy Expenses	10,184.98	0.00	0.00
6090.01 · Bank Charges	278.00	15.00	0.00
6095 · Equipment Leases	2,255.00	0.00	0.00
6100.01 · RVP Discretionary Funds	1,900.00	0.00	0.00
6105 · Event Expense			
6105.02 · MX1 Event Expense	0.00	0.00	0.00
6105.05 · OFEST Event Expense	0.00	0.00	0.00
6105.06 · Festorics Event Expense	0.00	0.00	0.00
6105.09 · Rendezvous Event Expense			
6105.91 · Bourbon Trail Event Expense	0.00	0.00	0.00
6105.09 · Rendezvous Event Expense - Other	0.00	0.00	0.00
Total 6105.09 · Rendezvous Event Expense	0.00	0.00	0.00
6105.11 · Daytona Rolex 24 Event Expense	0.00	0.00	0.00
6106.06 · LOTA WEST Event Expense	0.00	0.00	0.00
6105 · Event Expense - Other	0.00	0.00	0.00
Total 6105 · Event Expense	0.00	0.00	0.00
6110 · Awards			
6110.96 · CR Trophies	0.00	0.00	0.00
Total 6110 · Awards	0.00	0.00	0.00
6205 · Other Expenses	0.00	0.00	0.00
6805 · Depreciation Expense	43,997.38	0.00	0.00
Total Expense	721,403.26	8,220.14	121,241.08
Net Ordinary Income	-52,814.52	-4,059.57	-104,501.08
Other Income/Expense			
Other Income			
7000 · Other Income			
7005 · Interest Income	9,954.10	0.00	0.00
7010 · Dividend Income	-123.53	0.00	0.00
7015.01 · Revenue Write offs	-3,135.00	0.00	0.00
7030 · Unrealized +/- on Investment	11,285.04	0.00	0.00
7070 · Litigation Settlement	2,400.00	0.00	0.00
Total 7000 · Other Income	20,380.61	0.00	0.00
Total Other Income	20,380.61	0.00	0.00
Other Expense			
8000 · Other Expense			
8050 · Federal Income Taxes	0.00	26,306.96	0.00
8070 · Licenses and Fees	25.00	137.85	0.00
Total 8000 · Other Expense	25.00	26,444.81	0.00
Total Other Expense	25.00	26,444.81	0.00
Net Other Income	20,355.61	-26,444.81	0.00
Net Income	<b>-32,458.91</b>	<b>-30,504.38</b>	<b>-104,501.08</b>

# BMW Car Club of America, Inc.

## Profit & Loss

January through April 2023

	Roundel - Other	
	(Roundel)	Total Roundel
Ordinary Income/Expense		
Income		
4000 · Revenues		
4005 · Membership Dues		
4005.00 · Membership Dues	0.00	0.00
4005.01 · Promotion Discounts	0.00	0.00
4005.96 · Club Race License	0.00	0.00
Total 4005 · Membership Dues	0.00	0.00
4010.07 · First Class & Air Mail Revenue	0.00	0.00
4015.07 · Classified Advertising Revenue	2,130.00	2,130.00
4020.07 · Commercial Print Adv Revenue	128,195.10	136,935.10
4021.07 · Online Roundel Advertising Rev	11,124.49	19,124.49
4022.07 · Web-site Advert. Revenue	3,000.00	3,000.00
4025.07 · Reprints Revenue	330.00	330.00
4030.01 · Merchandise Sales		
4030.96 · Club Racing Merch Sales	0.00	0.00
4030.01 · Merchandise Sales - Other	0.00	0.00
Total 4030.01 · Merchandise Sales	0.00	0.00
4035 · Royalty Income		
4035.02 · Medjet Assistance Royalty	0.00	0.00
4035.06 · PartnerShip LLC	0.00	0.00
4035.08 · Collector Chassis	0.00	0.00
4035 · Royalty Income - Other	0.00	0.00
Total 4035 · Royalty Income	0.00	0.00
4045.01 · Registrations		
4045.02 · MX1 Registration	0.00	0.00
4045.07 · LOTA WEST	0.00	0.00
4045.09 · Rendezvous Registration		
4045.91 · Bourbon Trail Registration	0.00	0.00
Total 4045.09 · Rendezvous Registration	0.00	0.00
4045.11 · Daytona Rolex 24 Registration	0.00	0.00
Total 4045.01 · Registrations	0.00	0.00
4050.01 · Sponsorship		
4050.02 · MX1 Sponsorship	0.00	0.00
4050.05 · Oktoberfest Sponsorships	0.00	0.00
4050.06 · Festorics Sponsorship	0.00	0.00
4050.07 · Legends Sponsorship	0.00	0.00
4050.11 · Daytona Rolex 24 Sponsorship	0.00	0.00
4050.12 · PVGP Sponsorship	0.00	0.00
4050.96 · Club Racing Sponsorship	0.00	0.00
4050.01 · Sponsorship - Other	0.00	0.00
Total 4050.01 · Sponsorship	0.00	0.00
4090.01 · Other Revenues		
4092 · Administration Services Income	0.00	0.00



**BMW Car Club of America, Inc.**  
**Profit & Loss**  
January through April 2023

	Roundel - Other	
	(Roundel)	Total Roundel
4093 · Rental Income	0.00	0.00
4090.01 · Other Revenues - Other	0.00	0.00
Total 4090.01 · Other Revenues	0.00	0.00
4095 · SC Sales Tax Income		
4095.00 · SC Sales & Use Tax Discount	0.00	0.00
Total 4095 · SC Sales Tax Income	0.00	0.00
4099.01 · Default Income	-500.00	-500.00
Total 4000 · Revenues	144,279.59	161,019.59
Total Income	144,279.59	161,019.59
Cost of Goods Sold		
5000.01 · Direct Costs		
5005.00 · Chapter Dues Rebates	0.00	0.00
5010.01 · Cost of Merchandise Sold		
5010.96 · Club Racing Cost of Goods Sold	0.00	0.00
5010.01 · Cost of Merchandise Sold - Other	0.00	0.00
Total 5010.01 · Cost of Merchandise Sold	0.00	0.00
5016.07 · Roundel Advertising Rep	22,358.02	22,358.02
5020.01 · Credit Card Fees	97.74	97.74
Total 5000.01 · Direct Costs	22,455.76	22,455.76
Total COGS	22,455.76	22,455.76
Gross Profit	121,823.83	138,563.83
Expense		
6003.00 · Membership Buck Incentive Exp.	0.00	0.00
6005 · Salaries & Wages	0.00	0.00
6006 · Payroll Taxes	2,471.52	2,471.52
6007 · Employee Fringe Benefits	3,446.32	3,446.32
6008 · 401(k) Match	1,615.36	1,615.36
6010 · Outside Contractors		
6014.07 · Roundel Staff		
6011.07 · Roundel Editor-in-Chief	43,600.00	43,600.00
6013.07 · Roundel Design	32,307.76	32,307.76
Total 6014.07 · Roundel Staff	75,907.76	75,907.76
6015 · Writers	56,724.44	70,549.44
6017 · Computer Services		
6017.1 · Elections	0.00	0.00
6017 · Computer Services - Other	0.00	0.00
Total 6017 · Computer Services	0.00	0.00
6021 · Design-Other	0.00	1,598.00
6010 · Outside Contractors - Other	0.00	0.00
Total 6010 · Outside Contractors	132,632.20	148,055.20
6022 · Raffle Expenses	0.00	0.00
6025 · Printing	104,414.94	158,874.67
6026 · Postage		
6026.01 · Postage-ACGI	0.00	0.00

# BMW Car Club of America, Inc.

## Profit & Loss

January through April 2023

	Roundel - Other	
	(Roundel)	Total Roundel
6026.96 · Club Racing Postage	0.00	0.00
6026 · Postage - Other	56,595.32	107,953.67
Total 6026 · Postage	56,595.32	107,953.67
6030 · Telephone/Internet	0.00	0.00
6035 · Utilities	0.00	0.00
6040 · Travel & Entertainment		
6040ME · Travel (Meals & Entertainment)	0.00	0.00
6041 · Meetings		
6041.03 · Regional Meetings	0.00	0.00
6041ME · Meetings (Meals & Ent.)	0.00	0.00
6041 · Meetings - Other	397.97	397.97
Total 6041 · Meetings	397.97	397.97
6043.01 · RVP Travel	0.00	0.00
6046.01 · Employee/Member Goodwill		
6046.02 · Employee Clothing Allowance	0.00	0.00
6046ME · Empl/Mbr Goodwill (Meals & Ent)	0.00	0.00
6046.01 · Employee/Member Goodwill - Other	0.00	0.00
Total 6046.01 · Employee/Member Goodwill	0.00	0.00
6049.96 · Tech Steward	0.00	0.00
6052.96 · T&S Steward	0.00	0.00
6057.96 · Comp Steward	0.00	0.00
6040 · Travel & Entertainment - Other	0.00	0.00
Total 6040 · Travel & Entertainment	397.97	397.97
6050 · Office Supplies and Expenses	0.00	0.00
6051 · Printed Business Supplies	0.00	0.00
6055 · Insurance		
6055.01 · Insurance Chapter Checks	0.00	0.00
6055.02 · Chapter D&O Ins Payments	0.00	0.00
6055 · Insurance - Other	1,446.33	1,446.33
Total 6055 · Insurance	1,446.33	1,446.33
6059 · Marketing		
6059E · Marketing Events	0.00	0.00
6059ME · Marketing Meals	0.00	0.00
6059 · Marketing - Other	0.00	0.00
Total 6059 · Marketing	0.00	0.00
6060 · Computer Software	185.96	185.96
6065 · Training & Education	0.00	0.00
6070 · Dues & Subscriptions	0.00	0.00
6075 · Legal Expenses	0.00	0.00
6076.01 · Accounting Expenses	0.00	0.00
6080 · Service Contracts	0.00	0.00
6085 · Occupancy Expenses		
6088 · Building Maintenance & Repairs	0.00	0.00
6085 · Occupancy Expenses - Other	0.00	0.00

BMW Car Club of America, Inc.

Profit & Loss

January through April 2023

	Roundel - Other	
	(Roundel)	Total Roundel
Total 6085 · Occupancy Expenses	0.00	0.00
6090.01 · Bank Charges	15.00	15.00
6095 · Equipment Leases	0.00	0.00
6100.01 · RVP Discretionary Funds	0.00	0.00
6105 · Event Expense		
6105.02 · MX1 Event Expense	0.00	0.00
6105.05 · OFEST Event Expense	0.00	0.00
6105.06 · Festorics Event Expense	0.00	0.00
6105.09 · Rendezvous Event Expense		
6105.91 · Bourbon Trail Event Expense	0.00	0.00
6105.09 · Rendezvous Event Expense - Other	0.00	0.00
Total 6105.09 · Rendezvous Event Expense	0.00	0.00
6105.11 · Daytona Rolex 24 Event Expense	0.00	0.00
6106.06 · LOTA WEST Event Expense	0.00	0.00
6105 · Event Expense - Other	0.00	0.00
Total 6105 · Event Expense	0.00	0.00
6110 · Awards		
6110.96 · CR Trophies	0.00	0.00
Total 6110 · Awards	0.00	0.00
6205 · Other Expenses	0.00	0.00
6805 · Depreciation Expense	0.00	0.00
Total Expense	303,220.92	424,462.00
Net Ordinary Income	-181,397.09	-285,898.17
Other Income/Expense		
Other Income		
7000 · Other Income		
7005 · Interest Income	0.00	0.00
7010 · Dividend Income	0.00	0.00
7015.01 · Revenue Write offs	0.00	0.00
7030 · Unrealized +/- on Investment	0.00	0.00
7070 · Litigation Settlement	0.00	0.00
Total 7000 · Other Income	0.00	0.00
Total Other Income	0.00	0.00
Other Expense		
8000 · Other Expense		
8050 · Federal Income Taxes	0.00	0.00
8070 · Licenses and Fees	0.00	0.00
Total 8000 · Other Expense	0.00	0.00
Total Other Expense	0.00	0.00
Net Other Income	0.00	0.00
Net Income	-181,397.09	-285,898.17

**BMW Car Club of America, Inc.**  
**Profit & Loss**  
January through April 2023

	<b>TOTAL</b>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>4000 · Revenues</b>	
<b>4005 · Membership Dues</b>	
4005.00 · Membership Dues	882,093.37
4005.01 · Promotion Discounts	154.00
4005.96 · Club Race License	14,240.00
<b>Total 4005 · Membership Dues</b>	<b>896,487.37</b>
4010.07 · First Class & Air Mail Revenue	8,582.69
4015.07 · Classified Advertising Revenue	2,255.00
4020.07 · Commercial Print Adv Revenue	136,935.10
4021.07 · Online Roundel Advertising Rev	20,046.48
4022.07 · Web-site Advert. Revenue	7,000.00
4025.07 · Reprints Revenue	608.90
<b>4030.01 · Merchandise Sales</b>	
4030.96 · Club Racing Merch Sales	1,218.55
4030.01 · Merchandise Sales - Other	45,782.26
<b>Total 4030.01 · Merchandise Sales</b>	<b>47,000.81</b>
<b>4035 · Royalty Income</b>	
4035.02 · Medjet Assistance Royalty	60.18
4035.06 · PartnerShip LLC	50.46
4035.08 · Collector Chassis	152.52
4035 · Royalty Income - Other	120.00
<b>Total 4035 · Royalty Income</b>	<b>383.16</b>
<b>4045.01 · Registrations</b>	
4045.02 · MX1 Registration	40,252.80
4045.07 · LOTA WEST	5,020.00
4045.09 · Rendezvous Registration	
4045.91 · Bourbon Trail Registration	95,762.00
<b>Total 4045.09 · Rendezvous Registration</b>	<b>95,762.00</b>
4045.11 · Daytona Rolex 24 Registration	59,275.50
<b>Total 4045.01 · Registrations</b>	<b>200,310.30</b>
<b>4050.01 · Sponsorship</b>	
4050.02 · MX1 Sponsorship	15,000.00
4050.05 · Oktoberfest Sponsorships	58,000.00
4050.06 · Festorics Sponsorship	7,500.00
4050.07 · Legends Sponsorship	25,500.00
4050.11 · Daytona Rolex 24 Sponsorship	25,000.00
4050.12 · PVGP Sponsorship	2,500.00
4050.96 · Club Racing Sponsorship	90,525.00
4050.01 · Sponsorship - Other	155,000.00
<b>Total 4050.01 · Sponsorship</b>	<b>379,025.00</b>
<b>4090.01 · Other Revenues</b>	
4092 · Administration Services Income	94,421.69

**BMW Car Club of America, Inc.**  
**Profit & Loss**  
January through April 2023

	<b>TOTAL</b>
4093 · Rental Income	18,900.00
4090.01 · Other Revenues - Other	4,224.67
<b>Total 4090.01 · Other Revenues</b>	<b>117,546.36</b>
4095 · SC Sales Tax Income	
4095.00 · SC Sales & Use Tax Discount	2.18
<b>Total 4095 · SC Sales Tax Income</b>	<b>2.18</b>
4099.01 · Default Income	164.00
<b>Total 4000 · Revenues</b>	<b>1,816,347.35</b>
<b>Total Income</b>	<b>1,816,347.35</b>
<b>Cost of Goods Sold</b>	
5000.01 · Direct Costs	
5005.00 · Chapter Dues Rebates	228,245.86
5010.01 · Cost of Merchandise Sold	
5010.96 · Club Racing Cost of Goods Sold	358.80
5010.01 · Cost of Merchandise Sold - Other	14,056.44
<b>Total 5010.01 · Cost of Merchandise Sold</b>	<b>14,415.24</b>
5016.07 · Roundel Advertising Rep	22,358.02
5020.01 · Credit Card Fees	35,952.28
<b>Total 5000.01 · Direct Costs</b>	<b>300,971.40</b>
<b>Total COGS</b>	<b>300,971.40</b>
<b>Gross Profit</b>	<b>1,515,375.95</b>
<b>Expense</b>	
6003.00 · Membership Buck Incentive Exp.	45,057.24
6005 · Salaries & Wages	366,951.01
6006 · Payroll Taxes	31,433.45
6007 · Employee Fringe Benefits	55,533.27
6008 · 401(k) Match	12,927.97
6010 · Outside Contractors	
6014.07 · Roundel Staff	
6011.07 · Roundel Editor-in-Chief	43,600.00
6013.07 · Roundel Design	32,307.76
<b>Total 6014.07 · Roundel Staff</b>	<b>75,907.76</b>
6015 · Writers	70,549.44
6017 · Computer Services	
6017.1 · Elections	7,040.71
6017 · Computer Services - Other	35,253.16
<b>Total 6017 · Computer Services</b>	<b>42,293.87</b>
6021 · Design-Other	1,948.00
6010 · Outside Contractors - Other	9,389.33
<b>Total 6010 · Outside Contractors</b>	<b>200,088.40</b>
6022 · Raffle Expenses	7,925.00
6025 · Printing	166,931.07
6026 · Postage	
6026.01 · Postage-ACGI	-795.07

**BMW Car Club of America, Inc.**  
**Profit & Loss**  
January through April 2023

	<b>TOTAL</b>
6026.96 · Club Racing Postage	842.16
6026 · Postage - Other	118,508.30
<b>Total 6026 · Postage</b>	<b>118,555.39</b>
6030 · Telephone/Internet	5,928.22
6035 · Utilities	5,027.85
6040 · Travel & Entertainment	
6040ME · Travel (Meals & Entertainment)	67.73
6041 · Meetings	
6041.03 · Regional Meetings	32,261.04
6041ME · Meetings (Meals & Ent.)	2,687.84
6041 · Meetings - Other	21,711.70
<b>Total 6041 · Meetings</b>	<b>56,660.58</b>
6043.01 · RVP Travel	727.47
6046.01 · Employee/Member Goodwill	
6046.02 · Employee Clothing Allowance	76.57
6046ME · Empl/Mbr Goodwill (Meals & Ent)	880.49
6046.01 · Employee/Member Goodwill - Other	6,131.70
<b>Total 6046.01 · Employee/Member Goodwill</b>	<b>7,088.76</b>
6049.96 · Tech Steward	1,820.39
6052.96 · T&S Steward	571.03
6057.96 · Comp Steward	1,407.30
6040 · Travel & Entertainment - Other	1,105.59
<b>Total 6040 · Travel &amp; Entertainment</b>	<b>69,448.85</b>
6050 · Office Supplies and Expenses	4,184.11
6051 · Printed Business Supplies	7,383.75
6055 · Insurance	
6055.01 · Insurance Chapter Checks	-56,033.23
6055.02 · Chapter D&O Ins Payments	1,184.33
6055 · Insurance - Other	67,195.44
<b>Total 6055 · Insurance</b>	<b>12,346.54</b>
6059 · Marketing	
6059E · Marketing Events	25.00
6059ME · Marketing Meals	457.20
6059 · Marketing - Other	13,685.89
<b>Total 6059 · Marketing</b>	<b>14,168.09</b>
6060 · Computer Software	4,555.28
6065 · Training & Education	912.05
6070 · Dues & Subscriptions	600.00
6075 · Legal Expenses	10,772.07
6076.01 · Accounting Expenses	2,599.60
6080 · Service Contracts	9,206.00
6085 · Occupancy Expenses	
6088 · Building Maintenance & Repairs	8,204.98
6085 · Occupancy Expenses - Other	1,980.00

**BMW Car Club of America, Inc.**  
**Profit & Loss**  
January through April 2023

	<b>TOTAL</b>
Total 6085 · Occupancy Expenses	10,184.98
6090.01 · Bank Charges	308.00
6095 · Equipment Leases	2,255.00
6100.01 · RVP Discretionary Funds	1,900.00
6105 · Event Expense	
6105.02 · MX1 Event Expense	14,803.14
6105.05 · OFEST Event Expense	71,181.19
6105.06 · Festorics Event Expense	1,987.33
6105.09 · Rendezvous Event Expense	
6105.91 · Bourbon Trail Event Expense	25,327.76
6105.09 · Rendezvous Event Expense - Other	10,074.00
Total 6105.09 · Rendezvous Event Expense	35,401.76
6105.11 · Daytona Rolex 24 Event Expense	79,874.66
6106.06 · LOTA WEST Event Expense	6,405.21
6105 · Event Expense - Other	23,514.75
Total 6105 · Event Expense	233,168.04
6110 · Awards	
6110.96 · CR Trophies	6,213.63
Total 6110 · Awards	6,213.63
6205 · Other Expenses	918.55
6805 · Depreciation Expense	43,997.38
Total Expense	1,451,480.79
Net Ordinary Income	63,895.16
Other Income/Expense	
Other Income	
7000 · Other Income	
7005 · Interest Income	9,954.10
7010 · Dividend Income	-123.53
7015.01 · Revenue Write offs	-3,135.00
7030 · Unrealized +/- on Investment	11,285.04
7070 · Litigation Settlement	2,400.00
Total 7000 · Other Income	20,380.61
Total Other Income	20,380.61
Other Expense	
8000 · Other Expense	
8050 · Federal Income Taxes	26,306.96
8070 · Licenses and Fees	162.85
Total 8000 · Other Expense	26,469.81
Total Other Expense	26,469.81
Net Other Income	-6,089.20
Net Income	<b>57,805.96</b>

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Accrual Basis

## BMW Car Club of America, Inc.

## Balance Sheet

As of April 30, 2023

	Apr 30, 23
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
1000 · Cash	
1024.01 · South State Bank	
1024SA · Tax Set Aside for Char. Purp.	22,260.90
1024.01 · South State Bank - Other	261,729.29
Total 1024.01 · South State Bank	283,990.19
1024.02 · South State MM	849,446.10
1050 · Petty Cash	225.00
Total 1000 · Cash	1,133,661.29
1030 · FSA (South State Bank)	15,560.14
1040 · PayPal	62,350.78
Total Checking/Savings	1,211,572.21
Accounts Receivable	
1100.01 · Accounts Receivable	
1130.01 · A/R Foundation	178.00
1140 · Club Racing	15,250.00
1199.01 · Other	147,919.21
1100.01 · Accounts Receivable - Other	12,756.40
Total 1100.01 · Accounts Receivable	176,103.61
Total Accounts Receivable	176,103.61
Other Current Assets	
1200 · Investments	
1205 · Merrill Lynch	59,620.20
1210 · State Street Research Fund	34,238.74
1810 · Investment - BMW AG	54,271.73
Total 1200 · Investments	148,130.67
1300.01 · Inventory	
1305.01 · Club Logo Merchandise	
1305.96 · Club Racing Logo Merch	7,403.23
1305.01 · Club Logo Merchandise - Other	183,422.87
Total 1305.01 · Club Logo Merchandise	190,826.10
1306.00 · Promotional Merchandise	28,158.75
1300.01 · Inventory - Other	1,451.53
Total 1300.01 · Inventory	220,436.38



## BMW Car Club of America, Inc.

## Balance Sheet

As of April 30, 2023

	Apr 30, 23
1400.01 · Prepaid Expenses	
1405 · Prepaid Insurance	166,123.21
1412 · Prepaid Event Expense	
1412.96 · Prepaid Club Racing Event Exp	5,020.43
Total 1412 · Prepaid Event Expense	5,020.43
1415 · Other Prepaid Expenses	16,606.62
Total 1400.01 · Prepaid Expenses	187,750.26
Total Other Current Assets	556,317.31
Total Current Assets	1,943,993.13
Fixed Assets	
1500 · Fixed Assets	
1501 · Land	600,000.00
1505 · Building	1,215,645.44
1505a · Building Improvements	578,051.27
1510 · Equipment	169,279.04
1515 · Furniture & Fixtures	13,410.50
1520 · Database	238,699.07
Total 1500 · Fixed Assets	2,815,085.32
1550 · Accumulated Depreciation	
1555 · Accum. Depr. - Building	-191,556.04
1555a · Building Improvements Accum.Dep	-102,139.02
1560 · Accum. Depr. - Equipment	-148,079.06
1565 · Accum. Depr. - Furn. & Fixt.	-5,456.77
1570 · Accum. Depreciation - Database	-226,763.67
Total 1550 · Accumulated Depreciation	-673,994.56
Total Fixed Assets	2,141,090.76
Other Assets	
1600.1 · Suspense	213.13
1700 · Certificates of Deposit	
1700.01 · Chelsea Financial Accr.Interest	443,166.27
1702 · CD - AMEX	235,000.00
1714 · CD - Southern First H. Fisher	2,604.43
1700 · Certificates of Deposit - Other	-177.50
Total 1700 · Certificates of Deposit	680,593.20

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Accrual Basis

**BMW Car Club of America, Inc.**  
**Balance Sheet**  
As of April 30, 2023

	Apr 30, 23
1999 · FSA funds held at Data Path	1,500.00
Total Other Assets	682,306.33
<b>TOTAL ASSETS</b>	<b>4,767,390.22</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2000.01 · Accounts Payable	39,995.17
Total Accounts Payable	39,995.17
Other Current Liabilities	
2100.01 · Deferred Revenues	
2105.01 · Deferred Membership Dues	3,719,985.10
2110.01 · Deferred Mailing Fees	40,970.73
2126 · Deferred Event Reg Rev	1,550.00
2170 · Deferred Revenues-Dealerships	
2170.01 · Def Rev-Dealerships-Northwest	1,904.00
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
Total 2170 · Deferred Revenues-Dealerships	8,534.00
Total 2100.01 · Deferred Revenues	3,771,039.83
2101 · Payroll Liabilities	
2102 · Accrued Vacation and Comp Time	41,809.66
Total 2101 · Payroll Liabilities	41,809.66
2200 · Payroll Tax Liabilities	
2205 · Withheld Income Taxes	289.59
Total 2200 · Payroll Tax Liabilities	289.59
2201.01 · Sales Tax Payable	33.18
2280 · Payroll Benefits Withheld	368.45
2300.01 · Deposits	
2500.01 · Foundation Donations	5.00
Total 2300.01 · Deposits	5.00
2400 · Accrued Expenses	
2420.01 · Accrued Membership Bucks Pay.	43,317.24

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Accrual Basis

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

**Balance Sheet**

**As of April 30, 2023**

	<b>Apr 30, 23</b>
2430 · Accrued Set-Aside	22,260.90
Total 2400 · Accrued Expenses	65,578.14
2601 · FSA Funds Held for Employees	12,220.16
Total Other Current Liabilities	3,891,344.01
Total Current Liabilities	3,931,339.18
Total Liabilities	3,931,339.18
Equity	
3001 · Opening Bal Equity	1,164,528.76
3900 · Retained Earnings	-386,283.68
Net Income	57,805.96
Total Equity	836,051.04
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>4,767,390.22</b>

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Accrual Basis

**BMW Car Club of America, Inc.**  
**Balance Sheet**  
As of May 31, 2023

	May 31, 23
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1000 · Cash	
1024.01 · South State Bank	
1024SA · Tax Set Aside for Char. Purp.	22,260.90
1024.01 · South State Bank - Other	212,216.60
	<hr/>
<b>Total 1024.01 · South State Bank</b>	234,477.50
1024.02 · South State MM	851,750.08
1050 · Petty Cash	225.00
	<hr/>
<b>Total 1000 · Cash</b>	1,086,452.58
1030 · FSA (South State Bank)	15,322.13
1040 · PayPal	56,230.47
	<hr/>
<b>Total Checking/Savings</b>	1,158,005.18
<b>Accounts Receivable</b>	
1100.01 · Accounts Receivable	
1140 · Club Racing	7,750.00
1199.01 · Other	160,080.85
1100.01 · Accounts Receivable - Other	22,972.49
	<hr/>
<b>Total 1100.01 · Accounts Receivable</b>	190,803.34
<b>Total Accounts Receivable</b>	190,803.34
<b>Other Current Assets</b>	
1200 · Investments	
1205 · Merrill Lynch	62,977.16
1210 · State Street Research Fund	34,090.88
1810 · Investment - BMW AG	53,781.83
	<hr/>
<b>Total 1200 · Investments</b>	150,849.87
1300.01 · Inventory	
1305.01 · Club Logo Merchandise	
1305.96 · Club Racing Logo Merch	7,203.89
1305.01 · Club Logo Merchandise - Other	166,168.99
	<hr/>
<b>Total 1305.01 · Club Logo Merchandise</b>	173,372.88
1306.00 · Promotional Merchandise	23,628.98
1300.01 · Inventory - Other	1,451.53
	<hr/>
<b>Total 1300.01 · Inventory</b>	198,453.39

**BMW Car Club of America, Inc.**  
**Balance Sheet**  
As of May 31, 2023

	May 31, 23
1400.01 · Prepaid Expenses	
1405 · Prepaid Insurance	148,515.00
1412 · Prepaid Event Expense	
1412.96 · Prepaid Club Racing Event Exp	5,000.00
1412 · Prepaid Event Expense - Other	-804.65
Total 1412 · Prepaid Event Expense	4,195.35
1415 · Other Prepaid Expenses	13,324.22
Total 1400.01 · Prepaid Expenses	166,034.57
Total Other Current Assets	515,337.83
Total Current Assets	1,864,146.35
Fixed Assets	
1500 · Fixed Assets	
1501 · Land	600,000.00
1505 · Building	1,215,645.44
1505a · Building Improvements	578,051.27
1510 · Equipment	169,279.04
1515 · Furniture & Fixtures	13,410.50
1520 · Database	238,699.07
Total 1500 · Fixed Assets	2,815,085.32
1550 · Accumulated Depreciation	
1555 · Accum. Depr. - Building	-195,239.81
1555a · Building Improvements Accum.Dep	-104,434.74
1560 · Accum. Depr. - Equipment	-148,912.78
1565 · Accum. Depr. - Furn. & Fixt.	-5,588.25
1570 · Accum. Depreciation - Database	-230,741.98
Total 1550 · Accumulated Depreciation	-684,917.56
Total Fixed Assets	2,130,167.76
Other Assets	
1700 · Certificates of Deposit	
1700.01 · Chelsea Financial Accr.Interest	444,814.43
1702 · CD - AMEX	235,000.00
1714 · CD - Southern First H. Fisher	2,604.43
1700 · Certificates of Deposit - Other	-177.50
Total 1700 · Certificates of Deposit	682,241.36

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Accrual Basis

**BMW Car Club of America, Inc.**  
**Balance Sheet**  
As of May 31, 2023

	May 31, 23
1999 · FSA funds held at Data Path	1,500.00
Total Other Assets	683,741.36
<b>TOTAL ASSETS</b>	<b>4,678,055.47</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2000.01 · Accounts Payable	40,927.75
Total Accounts Payable	40,927.75
Credit Cards	
2021 · Divvy	-7,691.30
Total Credit Cards	-7,691.30
Other Current Liabilities	
2100.01 · Deferred Revenues	
2105.01 · Deferred Membership Dues	3,731,642.66
2110.01 · Deferred Mailing Fees	41,407.60
2126 · Deferred Event Reg Rev	1,550.00
2170 · Deferred Revenues-Dealerships	
2170.01 · Def Rev-Dealerships-Northwest	1,904.00
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
Total 2170 · Deferred Revenues-Dealerships	8,534.00
Total 2100.01 · Deferred Revenues	3,783,134.26
2101 · Payroll Liabilities	
2102 · Accrued Vacation and Comp Time	41,809.66
Total 2101 · Payroll Liabilities	41,809.66
2200 · Payroll Tax Liabilities	
2205 · Withheld Income Taxes	289.59
Total 2200 · Payroll Tax Liabilities	289.59
2201.01 · Sales Tax Payable	81.55
2250 · Raffle PrizesPay & Unearned Rev	-105,253.05
2280 · Payroll Benefits Withheld	347.29

**BMW Car Club of America, Inc.**  
**Balance Sheet**  
As of May 31, 2023

	May 31, 23
2300.01 · Deposits	
2398 · BMW NA Corral Deposits	15,000.00
Total 2300.01 · Deposits	15,000.00
2400 · Accrued Expenses	
2420.01 · Accrued Membership Bucks Pay.	3,585.91
2430 · Accrued Set-Aside	22,260.90
Total 2400 · Accrued Expenses	25,846.81
2601 · FSA Funds Held for Employees	11,984.87
Total Other Current Liabilities	3,773,240.98
Total Current Liabilities	3,806,477.43
Total Liabilities	3,806,477.43
Equity	
3001 · Opening Bal Equity	1,164,528.76
3900 · Retained Earnings	-386,283.68
Net Income	93,332.96
Total Equity	871,578.04
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>4,678,055.47</b>

**BMW Car Club of America, Inc.**  
**Profit & Loss**  
 January through May 2023

	Club Racing	Events	Foundation	MINI	MOA	National	Raffle	Roundel	TOTAL
Ordinary Income/Expense									
Income									
4000 · Revenues									
4005 · Membership Dues									
4005.00 · Membership Dues	0.00	0.00	0.00	0.00	0.00	1,103,001.91	0.00	0.00	1,103,001.91
4005.96 · Club Race License	19,905.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	19,905.00
Total 4005 · Membership Dues	19,905.00	0.00	0.00	0.00	0.00	1,103,001.91	0.00	0.00	1,122,906.91
4010.07 · First Class & Air Mail Revenue	0.00	0.00	0.00	0.00	0.00	10,940.82	0.00	0.00	10,940.82
4015.07 · Classified Advertising Revenue	0.00	0.00	0.00	0.00	0.00	125.00	0.00	2,560.00	2,685.00
4020.07 · Commercial Print Adv Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	197,293.20	197,293.20
4021.07 · Online Roundel Advertising Rev	0.00	0.00	0.00	0.00	0.00	4,096.48	0.00	21,474.49	25,570.97
4022.07 · Web-site Advert. Revenue	0.00	1,000.00	0.00	0.00	0.00	4,000.00	0.00	3,000.00	8,000.00
4025.07 · Reprints Revenue	0.00	0.00	0.00	0.00	0.00	338.90	0.00	427.50	766.40
4030.01 · Merchandise Sales									
4030.96 · Club Racing Merch Sales	1,277.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,277.50
4030.01 · Merchandise Sales - Other	0.00	1,855.41	0.00	0.00	0.00	54,694.35	0.00	0.00	56,549.76
Total 4030.01 · Merchandise Sales	1,277.50	1,855.41	0.00	0.00	0.00	54,694.35	0.00	0.00	57,827.26
4035 · Royalty Income									
4035.02 · Medjet Assistance Royalty	0.00	0.00	0.00	0.00	0.00	60.18	0.00	0.00	60.18
4035.06 · PartnerShip LLC	0.00	0.00	0.00	0.00	0.00	50.46	0.00	0.00	50.46
4035.08 · Collector Chassis	0.00	0.00	0.00	0.00	0.00	152.52	0.00	0.00	152.52
4035.09 · Accelerate360-Newstand Project	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,290.47	2,290.47
4035 · Royalty Income - Other	0.00	0.00	0.00	0.00	0.00	120.00	0.00	313.50	433.50
Total 4035 · Royalty Income	0.00	0.00	0.00	0.00	0.00	383.16	0.00	2,603.97	2,987.13
4045.01 · Registrations									
4045.02 · MX1 Registration	0.00	47,557.60	0.00	0.00	0.00	0.00	0.00	0.00	47,557.60
4045.05 · Oktoberfest Registration	0.00	22,760.00	0.00	0.00	0.00	0.00	0.00	0.00	22,760.00
4045.06 · Festorics Registration Income	0.00	10,425.00	0.00	0.00	0.00	0.00	0.00	0.00	10,425.00
4045.07 · LOTA WEST	0.00	18,955.00	0.00	0.00	0.00	0.00	0.00	0.00	18,955.00
4045.09 · Rendezvous Registration									
4045.91 · Bourbon Trail Registration	0.00	97,645.00	0.00	0.00	0.00	0.00	0.00	0.00	97,645.00
Total 4045.09 · Rendezvous Registration	0.00	97,645.00	0.00	0.00	0.00	0.00	0.00	0.00	97,645.00
4045.11 · Daytona Rolex 24 Registration	0.00	59,275.50	0.00	0.00	0.00	0.00	0.00	0.00	59,275.50
Total 4045.01 · Registrations	0.00	256,618.10	0.00	0.00	0.00	0.00	0.00	0.00	256,618.10
4050.01 · Sponsorship									
4050.02 · MX1 Sponsorship	0.00	33,700.00	0.00	0.00	0.00	0.00	0.00	0.00	33,700.00
4050.05 · Oktoberfest Sponsorships	0.00	108,000.00	0.00	0.00	0.00	0.00	0.00	0.00	108,000.00
4050.06 · Festorics Sponsorship	0.00	18,900.00	0.00	0.00	0.00	0.00	0.00	0.00	18,900.00
4050.07 · Legends Sponsorship	0.00	42,400.00	0.00	0.00	0.00	0.00	0.00	0.00	42,400.00
4050.11 · Daytona Rolex 24 Sponsorship	0.00	25,000.00	0.00	0.00	0.00	0.00	0.00	0.00	25,000.00
4050.12 · PVGP Sponsorship	0.00	7,500.00	0.00	0.00	0.00	0.00	0.00	0.00	7,500.00
4050.96 · Club Racing Sponsorship	90,975.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	90,975.00
4050.01 · Sponsorship - Other	0.00	29,550.00	0.00	0.00	0.00	0.00	0.00	0.00	29,550.00
Total 4050.01 · Sponsorship	90,975.00	265,050.00	0.00	0.00	0.00	0.00	0.00	0.00	356,025.00
4090.01 · Other Revenues									
4092 · Administration Services Income	0.00	0.00	155,926.96	0.00	0.00	0.00	0.00	0.00	155,926.96
4093 · Rental Income	0.00	2,300.00	0.00	0.00	21,500.00	0.00	0.00	0.00	23,800.00
4090.01 · Other Revenues - Other	0.00	0.00	0.00	0.00	0.00	0.00	4,224.67	0.00	4,224.67
Total 4090.01 · Other Revenues	0.00	2,300.00	155,926.96	0.00	21,500.00	0.00	4,224.67	0.00	183,951.63



**BMW Car Club of America, Inc.**  
**Profit & Loss**  
**January through May 2023**

	Club Racing	Events	Foundation	MINI	MOA	National	Raffle	Roundel	TOTAL
4095 · SC Sales Tax Income									
4095.00 · SC Sales & Use Tax Discount	0.00	0.00	0.00	0.00	0.00	2.18	0.00	0.00	2.18
Total 4095 · SC Sales Tax Income	0.00	0.00	0.00	0.00	0.00	2.18	0.00	0.00	2.18
4099.01 · Default Income	0.00	0.00	0.00	0.00	0.00	505.00	0.00	-500.00	5.00
Total 4000 · Revenues	112,157.50	526,823.51	155,926.96	0.00	21,500.00	1,178,087.80	4,224.67	226,859.16	2,225,579.60
Total Income	112,157.50	526,823.51	155,926.96	0.00	21,500.00	1,178,087.80	4,224.67	226,859.16	2,225,579.60
Cost of Goods Sold									
5000.01 · Direct Costs									
5005.00 · Chapter Dues Rebates	0.00	0.00	0.00	0.00	0.00	323,755.40	0.00	0.00	323,755.40
5010.01 · Cost of Merchandise Sold									
5010.96 · Club Racing Cost of Goods Sold	558.14	0.00	0.00	0.00	0.00	0.00	0.00	0.00	558.14
5010.01 · Cost of Merchandise Sold - Other	0.00	0.00	0.00	0.00	0.00	35,840.09	0.00	0.00	35,840.09
Total 5010.01 · Cost of Merchandise Sold	558.14	0.00	0.00	0.00	0.00	35,840.09	0.00	0.00	36,398.23
5016.07 · Roundel Advertising Rep	0.00	0.00	0.00	0.00	0.00	0.00	0.00	27,752.23	27,752.23
5020.01 · Credit Card Fees	1,216.10	5,365.76	0.00	0.00	0.00	43,720.22	64.10	123.86	50,490.04
Total 5000.01 · Direct Costs	1,774.24	5,365.76	0.00	0.00	0.00	403,315.71	64.10	27,876.09	438,395.90
Total COGS	1,774.24	5,365.76	0.00	0.00	0.00	403,315.71	64.10	27,876.09	438,395.90
Gross Profit	110,383.26	521,457.75	155,926.96	0.00	21,500.00	774,772.09	4,160.57	198,983.07	1,787,183.70
Expense									
6003.00 · Membership Buck Incentive Exp.	0.00	0.00	0.00	0.00	0.00	6,637.69	0.00	0.00	6,637.69
6005 · Salaries & Wages	9,142.85	0.00	0.00	0.00	0.00	445,720.67	0.00	0.00	454,863.52
6006 · Payroll Taxes	699.43	0.00	0.00	0.00	0.00	34,921.00	0.00	3,089.40	38,709.83
6007 · Employee Fringe Benefits	1,662.17	0.00	13,008.16	0.00	0.00	54,839.79	0.00	4,636.11	74,146.23
6008 · 401(k) Match	571.43	0.00	0.00	0.00	0.00	13,538.87	0.00	2,019.20	16,129.50
6010 · Outside Contractors									
6014.07 · Roundel Staff									
6011.07 · Roundel Editor-in-Chief	0.00	0.00	0.00	0.00	0.00	0.00	0.00	54,500.00	54,500.00
6013.07 · Roundel Design	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40,384.70	40,384.70
Total 6014.07 · Roundel Staff	0.00	0.00	0.00	0.00	0.00	0.00	0.00	94,884.70	94,884.70
6015 · Writers	0.00	0.00	0.00	0.00	0.00	0.00	0.00	89,843.05	89,843.05
6017 · Computer Services									
6017.1 · Elections	0.00	0.00	0.00	0.00	0.00	7,040.71	0.00	0.00	7,040.71
6017 · Computer Services - Other	128.00	0.00	0.00	0.00	0.00	37,683.25	0.00	0.00	37,811.25
Total 6017 · Computer Services	128.00	0.00	0.00	0.00	0.00	44,723.96	0.00	0.00	44,851.96
6021 · Design-Other	0.00	0.00	0.00	0.00	0.00	350.00	0.00	1,598.00	1,948.00
6010 · Outside Contractors - Other	300.00	0.00	0.00	0.00	0.00	11,144.28	0.00	0.00	11,444.28
Total 6010 · Outside Contractors	428.00	0.00	0.00	0.00	0.00	56,218.24	0.00	186,325.75	242,971.99
6022 · Raffle Expenses	0.00	0.00	0.00	0.00	0.00	0.00	7,925.00	0.00	7,925.00
6025 · Printing	225.95	43.30	0.00	0.00	0.00	9,726.91	0.00	166,942.47	176,938.63
6026 · Postage									
6026.01 · Postage-ACGI	0.00	0.00	0.00	0.00	0.00	-4,540.08	0.00	0.00	-4,540.08
6026.96 · Club Racing Postage	1,590.82	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,590.82
6026 · Postage - Other	0.00	450.08	0.00	0.00	0.00	12,675.58	180.14	151,324.78	164,630.58
Total 6026 · Postage	1,590.82	450.08	0.00	0.00	0.00	8,135.50	180.14	151,324.78	161,681.32
6030 · Telephone/Internet	0.00	0.00	0.00	0.00	0.00	6,830.08	0.00	0.00	6,830.08
6035 · Utilities	0.00	0.00	0.00	0.00	0.00	6,149.00	0.00	0.00	6,149.00

**BMW Car Club of America, Inc.**  
**Profit & Loss**  
**January through May 2023**

	Club Racing	Events	Foundation	MINI	MOA	National	Raffle	Roundel	TOTAL
<b>6040 · Travel &amp; Entertainment</b>									
6040ME · Travel (Meals & Entertainment)	46.44	0.00	0.00	0.00	0.00	21.29	0.00	0.00	67.73
6041 · Meetings									
6041.01 · Committee Meetings	0.00	0.00	0.00	0.00	0.00	1,478.74	0.00	0.00	1,478.74
6041.02 · International Council Mtg.	0.00	0.00	0.00	0.00	0.00	3,210.65	0.00	0.00	3,210.65
6041.03 · Regional Meetings	0.00	0.00	0.00	0.00	0.00	44,572.16	0.00	0.00	44,572.16
6041ME · Meetings (Meals & Ent.)	790.94	48.78	0.00	0.00	107.34	1,848.12	0.00	0.00	2,795.18
6041 · Meetings - Other	3,894.16	379.40	0.00	0.00	0.00	18,936.67	0.00	397.97	23,608.20
<b>Total 6041 · Meetings</b>	<b>4,685.10</b>	<b>428.18</b>	<b>0.00</b>	<b>0.00</b>	<b>107.34</b>	<b>70,046.34</b>	<b>0.00</b>	<b>397.97</b>	<b>75,664.93</b>
6043.01 · RVP Travel	0.00	0.00	0.00	0.00	0.00	727.47	0.00	0.00	727.47
6046.01 · Employee/Member Goodwill									
6046.02 · Employee Clothing Allowance	0.00	0.00	0.00	0.00	0.00	118.37	0.00	0.00	118.37
6046ME · Empl/Mbr Goodwill (Meals & Ent)	0.00	0.00	0.00	0.00	0.00	1,028.34	0.00	0.00	1,028.34
6046.01 · Employee/Member Goodwill - Other	0.00	0.00	0.00	0.00	0.00	6,131.70	0.00	0.00	6,131.70
<b>Total 6046.01 · Employee/Member Goodwill</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>7,278.41</b>	<b>0.00</b>	<b>0.00</b>	<b>7,278.41</b>
6049.96 · Tech Steward	1,820.39	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,820.39
6052.96 · T&S Steward	571.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	571.03
6057.96 · Comp Steward	1,407.30	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,407.30
6040 · Travel & Entertainment - Other	595.37	0.00	0.00	0.00	0.00	510.22	0.00	0.00	1,105.59
<b>Total 6040 · Travel &amp; Entertainment</b>	<b>9,125.63</b>	<b>428.18</b>	<b>0.00</b>	<b>0.00</b>	<b>107.34</b>	<b>78,583.73</b>	<b>0.00</b>	<b>397.97</b>	<b>88,642.85</b>
6050 · Office Supplies and Expenses	21.39	190.78	0.00	0.00	0.00	4,368.29	0.00	0.00	4,580.46
6051 · Printed Business Supplies	0.00	0.00	0.00	0.00	0.00	7,383.75	0.00	0.00	7,383.75
6055 · Insurance									
6055.01 · Insurance Chapter Checks	-1,450.00	0.00	0.00	0.00	0.00	-76,197.57	0.00	0.00	-77,647.57
6055.02 · Chapter D&O Ins Payments	0.00	0.00	0.00	0.00	0.00	2,368.66	0.00	0.00	2,368.66
6055 · Insurance - Other	0.00	0.00	0.00	0.00	0.00	81,800.66	2,860.00	1,818.66	86,479.32
<b>Total 6055 · Insurance</b>	<b>-1,450.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>7,971.75</b>	<b>2,860.00</b>	<b>1,818.66</b>	<b>11,200.41</b>
6059 · Marketing									
6059E · Marketing Events	0.00	160.00	0.00	0.00	0.00	0.00	0.00	0.00	160.00
6059ME · Marketing Meals	0.00	457.20	0.00	0.00	0.00	0.00	0.00	0.00	457.20
6059 · Marketing - Other	2,251.67	10,439.05	0.00	0.00	0.00	2,975.00	0.00	0.00	15,665.72
<b>Total 6059 · Marketing</b>	<b>2,251.67</b>	<b>11,056.25</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>2,975.00</b>	<b>0.00</b>	<b>0.00</b>	<b>16,282.92</b>
6060 · Computer Software	0.00	0.00	0.00	0.00	0.00	5,481.06	0.00	185.96	5,667.02
6065 · Training & Education	0.00	452.24	0.00	0.00	0.00	459.81	0.00	0.00	912.05
6070 · Dues & Subscriptions	600.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	600.00
6075 · Legal Expenses	0.00	931.07	0.00	5,863.00	3,444.50	433.50	100.00	0.00	10,772.07
6076.01 · Accounting Expenses	0.00	0.00	0.00	0.00	0.00	2,736.71	0.00	0.00	2,736.71
6080 · Service Contracts	0.00	0.00	0.00	6,520.85	0.00	4,228.32	0.00	0.00	10,749.17
6085 · Occupancy Expenses									
6088 · Building Maintenance & Repairs	0.00	0.00	0.00	0.00	0.00	10,229.98	0.00	0.00	10,229.98
6085 · Occupancy Expenses - Other	0.00	0.00	0.00	0.00	0.00	2,970.00	0.00	0.00	2,970.00
<b>Total 6085 · Occupancy Expenses</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>13,199.98</b>	<b>0.00</b>	<b>0.00</b>	<b>13,199.98</b>
6090.01 · Bank Charges	0.00	0.00	0.00	0.00	0.00	418.00	15.00	15.00	448.00
6095 · Equipment Leases	0.00	0.00	0.00	0.00	0.00	2,818.75	0.00	0.00	2,818.75
6100.01 · RVP Discretionary Funds	0.00	0.00	0.00	0.00	0.00	1,900.00	0.00	0.00	1,900.00
6105 · Event Expense									
6105.02 · MX1 Event Expense	0.00	17,658.58	0.00	0.00	0.00	0.00	0.00	0.00	17,658.58
6105.05 · OFEST Event Expense	0.00	71,181.19	0.00	0.00	0.00	0.00	0.00	0.00	71,181.19
6105.06 · Festorics Event Expense	0.00	2,080.83	0.00	0.00	0.00	0.00	0.00	0.00	2,080.83

**BMW Car Club of America, Inc.**  
**Profit & Loss**  
January through May 2023

	Club Racing	Events	Foundation	MINI	MOA	National	Raffle	Roundel	TOTAL
6105.09 · Rendezvous Event Expense									
6105.91 · Bourbon Trail Event Expense	0.00	57,544.64	0.00	0.00	0.00	101.60	0.00	0.00	57,646.24
<b>Total 6105.09 · Rendezvous Event Expense</b>	0.00	57,544.64	0.00	0.00	0.00	101.60	0.00	0.00	57,646.24
6105.11 · Daytona Rolex 24 Event Expense	0.00	79,874.66	0.00	0.00	0.00	0.00	0.00	0.00	79,874.66
6106.06 · LOTA WEST Event Expense	0.00	7,625.54	0.00	0.00	0.00	0.00	0.00	0.00	7,625.54
6105 · Event Expense - Other	0.00	25,372.27	0.00	0.00	0.00	120.75	0.00	0.00	25,493.02
<b>Total 6105 · Event Expense</b>	0.00	261,337.71	0.00	0.00	0.00	222.35	0.00	0.00	261,560.06
6110 · Awards									
6110.96 · CR Trophies	6,213.63	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,213.63
<b>Total 6110 · Awards</b>	6,213.63	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,213.63
6205 · Other Expenses	918.55	0.00	0.00	0.00	0.00	0.00	0.00	0.00	918.55
6805 · Depreciation Expense	0.00	0.00	0.00	0.00	0.00	54,920.38	0.00	0.00	54,920.38
<b>Total Expense</b>	32,001.52	274,889.61	13,008.16	12,383.85	3,551.84	830,819.13	11,080.14	516,755.30	1,694,489.55
<b>Net Ordinary Income</b>	78,381.74	246,568.14	142,918.80	-12,383.85	17,948.16	-56,047.04	-6,919.57	-317,772.23	92,694.15
<b>Other Income/Expense</b>									
Other Income									
7000 · Other Income									
7005 · Interest Income	0.00	0.00	0.00	0.00	0.00	13,949.50	0.00	0.00	13,949.50
7010 · Dividend Income	0.00	0.00	0.00	0.00	0.00	3,233.43	0.00	0.00	3,233.43
7030 · Unrealized +/- on Investment	0.00	0.00	0.00	0.00	0.00	10,647.28	0.00	0.00	10,647.28
7070 · Litigation Settlement	0.00	0.00	0.00	0.00	0.00	3,600.00	0.00	0.00	3,600.00
<b>Total 7000 · Other Income</b>	0.00	0.00	0.00	0.00	0.00	31,430.21	0.00	0.00	31,430.21
<b>Total Other Income</b>	0.00	0.00	0.00	0.00	0.00	31,430.21	0.00	0.00	31,430.21
<b>Other Expense</b>									
8000 · Other Expense									
8050 · Federal Income Taxes	0.00	0.00	0.00	0.00	0.00	0.00	27,493.55	0.00	27,493.55
8060 · State Income Taxes	0.00	0.00	0.00	0.00	0.00	3,135.00	0.00	0.00	3,135.00
8070 · Licenses and Fees	0.00	0.00	0.00	0.00	0.00	25.00	137.85	0.00	162.85
<b>Total 8000 · Other Expense</b>	0.00	0.00	0.00	0.00	0.00	3,160.00	27,631.40	0.00	30,791.40
<b>Total Other Expense</b>	0.00	0.00	0.00	0.00	0.00	3,160.00	27,631.40	0.00	30,791.40
<b>Net Other Income</b>	0.00	0.00	0.00	0.00	0.00	28,270.21	-27,631.40	0.00	638.81
<b>Net Income</b>	<b>78,381.74</b>	<b>246,568.14</b>	<b>142,918.80</b>	<b>-12,383.85</b>	<b>17,948.16</b>	<b>-27,776.83</b>	<b>-34,550.97</b>	<b>-317,772.23</b>	<b>93,332.96</b>

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

**Date:** June 12, 2023

**Subject:** Secretary Pre-Meeting Report  
June 25, 2023, Greer, SC

**Past Travel:**

- Board Meeting, Providence, RI  
December 2-5, 2022 – \$1,021.00 (Flight)
- Board Retreat, Santa Margherita, CA  
February 2-5, 2023 - \$539.00 (Flight)

**Planned Travel:**

MiX, Greer, SC  
June 23-24, 2023 - Driving  
Board Meeting & Annual Meeting, Greer, SC  
June 25, 2023 - Driving

**Drafts & Finalize Board Minutes:**

December 3-4, 2022 Board Meeting Minutes  
February 2-5, 2023 Retreat Meeting Minutes

***Chapter Corporate Status***

December 2022 and January, February, March, April, May and  
June 2023 monthly SOS corporate status submission of annual  
reports.

**Miscellaneous Tasks**

- Drafted Bylaws for MINI Motoring Club of America

***Operations Manual***

Several revisions to Operations Manual in February, 2023

Respectfully submitted  
Darlene Doran





BMW Car Club  
of America



To: Board of Directors BMW CCA  
Executive Director BMW CCA  
Date: January 22, 2023  
Subject: NARVP Pre-Meeting Report 1Q 2023

#### **Activities, Travel, Expense**

- Board Meeting – Warwick, RI – Dec 2-4. No out of pocket expense submitted.
- Rolex 24 at Daytona – BMW CCA Corral – Jan. 26-29 – personally paid
- Board retreat – Santa Margarita, CA Feb. 2-5 – Airfare \$405.95
- North Atlantic Regional Conference, Newark, NJ, April 5 –
- Carlisle Import and Performance Nationals – Carlisle, PA – May 12-13 – personally paid
- BMW CCA Bourbon Rendezvous – Louisville, KY – May 18-21 – personally paid

#### **Future Travel**

- Pittsburgh Vintage Grand Prix – Pittsburgh, PA – July 21-23
- BMW CCA Board Meeting – Lake Lanier, GA August 25-27
- Oktoberfest – Newport/Warwick, RI Sept. 26-Oct. 1
- Vintage at Saratoga – Saratoga, NJ, Oct. 6-7
- Other NA Chapter events TBD

#### **RVP Discretionary Funds**

- Nittany Bimmers – help with Carlisle - \$200
- CVC – help with IMSA corral - \$250

#### **Relevant Notes/Accomplishments**

- Held North Atlantic Presidents call 1/5/23 via Zoom. Attached notes subsequently sent to all NA presidents and call participants.
- In reference to O'Fest in Newport, CVC on board for driver school, fun rally, and driving tours. Boston Chapter will run Autocross.
- Contacted several NJ dealers to test dealer outreach program idea. Initial response from dealer management is encouraging.
- Had discussions with several chapters' officers in reference to Autocross programs. These programs seem to be struggling or have been abandoned. Need to find a solution.

- Spoke to Nittany Bimmers member who suggested we participate in May Carlisle Import and Performance show. He made a presentation during regional call and it was met with enthusiastic response. RVP agreed to support the effort. Volunteer worked with chapter to organize and kept RVP in the loop. Event was a great success – exceeding all expectations. Participants from several chapters.
- Held discussions with several members of Green Mountain to gauge interest in re-starting chapter. More work needed – suggested C&C to see whether any possible helpers show up. I offered to help with email to members on file if local members can find a venue.
- Preliminary talks with Mountain State to weigh future options.
- Conducted Regional Conference with focus on building membership. Reaction was positive. Need to follow up.
- Participated in several conference calls for O’Fest planning. Local chapters are providing great help in the process.

**Topics for National Board Meeting**

- We need to develop a multi-faceted campaign to build membership – to include dealer outreach, promotion of the membership contest, and further development of our social media presence. This was the main topic of the North Atlantic Presidents meeting on April 1 in Newark, NJ.
- Discussion of ability to provide RVPs with data on membership trends by chapter on a regular basis. Have a consistent way to utilize this powerful new tool.
- It is my desire to spend more time developing and discussing programs to increase our membership and effectively communicating them to chapters.

Respectfully Submitted,

Larry Engel

Attachment: Jan 5 NA presidents call notes  
 June 13 NA presidents call notes  
 Sample placard for event – on member benefits

## **North Atlantic Presidents call (via Zoom) June 13, 2023 Notes**

*Please Distribute to your Boards as appropriate*

Present: Larry Engel, Paul Lillios, Paul Ngai, Everett Mayhew Jr., Joe Lapre, Chris Holliday, Andrew Wilson, Larry Barbieri, Eileen Arnaud, Peter Neely, David Flores, Eric Zagrocki, Ian Dickerson, Tom Losito, Forrest Bennett, Valerie Caprigno (Did I miss anyone?)

### **Upcoming Events (please help promote if it doesn't conflict with your events and if any of your members might be interested)**

1. Larz Anderson Museum German Car Day – Brookline, MA - June 18 - <https://boston-bmwcca.org/event/larz-anderson-german-car-day-bmw-cca-parking/>
2. MiX – Greer SC National Headquarters – June 23-25. <https://mix.bmwcca.org/>
3. IMSA 6 Hours at the Glen Corral – June 23-25 – [gvc-bmwcca.org](http://gvc-bmwcca.org)
4. CCA Days at Lime Rock IMSA Race July 21-22 – [ctvalley.org/ct-valley-events](http://ctvalley.org/ct-valley-events)
5. Pittsburgh Vintage Grand Prix BMW CCA Corral on German Hill – [PVGP.org/about-us](http://PVGP.org/about-us)
6. Great Marques Concours d'Elegance – Old Westbury, NY. Sept. 17  
<https://www.bmwcca.org/event/291501>
7. Oktoberfest 2023 – Newport/Warwick, Rhode Island Sept. 27 – Oct. 1. [Ofest.bmwcca.org](http://Ofest.bmwcca.org)
8. Vintage at Saratoga -Saratoga Auto Museum – Oct. 7 – [patroonbmw.org](http://patroonbmw.org)
9. X Chapter/Patroon Adirondack Drive – Oct. 15 - <https://www.bmwcca.org/event/293516>

### **BMW NA to promote BMW CCA – IMPORTANT THAT WE EXECUTE PROPERLY**

We've been alerted that National Staff has worked to get BMW NA to promote the BMW CCA as part of its media plan. Please be ready to talk to dealers about what the CCA offers. Make sure they know where to find you! Order a supply of the dealer outreach brochures from Steven Schlossman. Try to find a member who's a customer of each dealer and ask them to act as a go-between. Make sure the brochure is filled out to reflect the contact info for a senior board member and business manager. Get some of the "Nice Bimmer" cards and holders. National has done what it can – we have to make it work by hitting the streets and getting the word out. Alert dealers to the rebates, your activities, etc.

My South Atlantic counterpart, Simone Harrison, has written an excellent letter to her chapters on this, and I've forwarded it to you.

### **Chapter Growth**

Congrats to New Jersey, GVC, Trillium, and White Mountain for having net membership growth in the two months ending at the beginning of June. Keep it up! Remember, you can track your membership trend by logging on to the National website and find the "Membership Historical Trends" link under the "Manage Account" tab at the top of the page. This is also where you'll find Rebates by Dealer.

Try running a Cars & Coffee and set up a table with information on the CCA and your chapter activities. Put a placard on the table summarizing benefits. (Sample attached). You might want to consider raffling



some swag for new members who sign up at the event. Help them join by having them capture the QR code on the “Nice Bimmer” brochure with their phone. It takes them directly to the membership application. Give them a raffle ticket after they show you they’ve completed the process. The brochure is available in the BMW CCA store on the website, and they’re free. We signed up 12 new members at a NJ Chapter C&C in April. When you promote these on social media you’ll be amazed how many cars come out, and many of them aren’t members. Also try promoting on enthusiast boards like BimmerPost. The regional boards are very active .

When you first meet a prospective member, please resist the temptation to launch into a list of everything we do. Instead, ask questions about them, how they decided to buy their car, where they bought it, whether they like it, and how they have fun with it. People don’t necessarily want to hear about us right off the bat – they want to tell everyone else about their car! Ask them about it!

### **Monticello Open to Clubs**

Derek Leonard, longtime Performance Center Instructor, is now in charge of driving experiences at Monticello Motor Club, and they’re opening the club to outside organizations, including the BMW CCA. Reach out to Derek for more information. (864) 205-1149

### **Open Forum – Chapter Updates - Issues**

DelVal is trying to work with a group of unaffiliated M Coupe enthusiasts for an event in 2024. We will work to brainstorm ways we can work with them. Chris Holliday and I will continue to discuss this and develop an action plan.

DelVal also had to cancel a driving event due to low sign-ups. Filling schools is becoming increasingly difficult for several chapters for a variety of reasons. It seems we’re competing with new HPDE groups all the time. Informal discussions with other promoters (who share many of our instructors) indicate they’re having similar problems. To make matter worse, many tracks have significantly increased rental costs, pricing our events out of reach of some members who might otherwise participate. In addition, we’re sometimes limited by instructor shortages. Let’s try to make sure that we’re the most welcoming HPDE organization. Make people feel appreciated and wanted. Our instruction is second to none – let’s keep getting the word out. Also, please work with your neighboring chapters to make sure you’re not competing with each other. Use the national calendar, and get your dates on it as soon as you can. You all know which other chapters use the tracks you do – make sure you communicate with each other. Presidents – please carry this message to your driving events leaders.

White Mountain is worried about losing NHIS as host of their Tire Rack Street Survival schools. Host sites at reasonable cost continue to be a problem for several programs, including TRSS and autocross. Any ideas would be welcome. For Street Survival, schools and government facilities might allow us to use their sites when we tell them it’s for the purpose of training young drivers age 16-21. The county park we use in NJ allows this for TRSS. Unfortunately, they wouldn’t allow us to run an adult school at the same place. If you can identify a lot, maybe it’s worth contacting local politicians. They love to show they’re helping our youth.

## North Atlantic Presidents call notes – January 5, 2023

Participants: L. Engel, I. Dickerson, N. Shippey, A. Miller, L. Barbieri, K. Bloomstein, P. Frickenhaus, B. Greisler, P. Lillios, M. Weir, E. Arnaud, D. Flores, P. Ngai, W. O'Neill, B. Natwick, R. Morin

1. Regional DEC Bill O'Neill spoke about upcoming revisions to the DEC operating manual. Chapter officers should be ready to review it. Bill will let Larry Engel know when it's posted and Larry will get email out to chapter presidents. In particular, there will be more emphasis on safety after a serious incident at recent event. Please review DEC operating manual with your driving events leadership when updated.
2. The chapter operations manual has been updated and posted on the national website as of November. Please review revisions in the following chapters – 3.10.1 items 6 and 10; 6.5.6; 6.5.8; 6.5.10; 6.6; 6.6.1; 6.6.4; 6.16. Also, Chapters should have their elections on the National system by 2025 and adopt a calendar year. This will likely require by-law revisions for most chapters. While you're at it, you might want to reassess your board structure in response to more modern communications needs – multiple channels instead of the old hard copy newsletter.
3. Chapter communications are problematic in some cases. National has received numerous comments from members that local chapters aren't communicating with them. I have asked national to notify me when this happens so we can identify and fix problems. A scan of chapter websites indicates many of them haven't been updated in years. This doesn't look good when prospective members are checking us out. Several websites are still showing 2020 calendars. Please review your website and update it if needed. If you no longer use your website, please make sure it redirects viewers to the media you are using. To respond to the changes in communications over the past decade, "communications director" instead of newsletter editor is probably a more relevant board level position. It would include provisions for managing website, social media, blast emails, BimmerLife submissions, and newsletter if you still have one. To be effective, your media program probably needs a few volunteers with differing areas of expertise and a SOP for other functional areas to provide content for website, social media, email blasts, etc.
4. Regional conference April 1 at the Newark, NJ Airport Marriott. The session will begin at 10:00 and go until 4:00 or 5:00 followed by a group dinner at a local restaurant. Timing is to allow most attendees to travel in on Saturday morning. Dinner is optional for those who would want to return home Saturday. We will reimburse for Saturday night hotel and Friday for those traveling from a long distance. Travel will be reimbursed on an "as needed basis" if it's a hardship. I'll reimburse for reasonable air travel if you're more than 4.5 hours away from Newark. Please send me an email if travel costs are a problem or if you need to fly in. If you can double up on rooms I'd like you to consider bringing another chapter officer with you. It would make sense to have someone involved in communications or member development attend.
5. O'Fest Forever 2023 will be in Newport and Warwick, RI from Sept. 27<sup>th</sup> to Oct. 1<sup>st</sup> in conjunction with the Audrain Concours, which will be held on Sunday 10/1. We currently plan for Autocross on Thursday (pending Boston Chapter commitment), Driver School at Thompson on Friday coordinated by CVC, Audrain C&C followed by BMW CCA Concours at Fort Adams on Saturday, and the usual assortment of other activities like drives, rallies, dinners, etc. Host hotel is Crown Plaza in Warwick, and we're hoping to do the Autocross in one of their parking lots. We will need help with instructors for the Driver School and Autocross. Please begin talking it up in your chapters. Larry Engel asked Larry Barbieri if Boston board has discussed whether Boston Chapter will be willing to run the Autocross and whether a Thursday event at the host

hotel would work. Boston has discussed and might be looking for alternate venues. National will need a commitment at some point in the near future, so Boston should work with RVP and National to commit and proceed with planning.

6. After 2023, we are re-assessing whether we will continue O'Fest Forever as an annual event. We are evaluating alternatives to make it every X years with less elaborate regional events more frequently. In the case of North Atlantic, we might expand current events like Saratoga Concours, PVGP, Lime Rock IMSA hospitality, or other events and add activities to attract a more diverse group.
7. Membership continued to decline through the end of 2022. December was the last roll-off from the BMW NA instant rebate program, but this program masked a slow decline in membership that had already begun. We need a joint effort between national and the chapters at the grassroots level to rebuild membership. Declining overall membership is leading to other challenges, like filling events. The regional conference will discuss programs to turn membership around and reduce volunteer burn-out. There's a new generation of BMW owners who are just as passionate about the brand as our members, but they don't necessarily want to participate in some of our activities at this point. There's a disconnect when we start talking about Autocross and Driver Schools. They aren't interested in those things (yet). They enjoy being part of the community through things like C&C, tech sessions, and other non-driving activities. We need to tailor programs for them so that we can get them involved in Autocross and HPDE when they're ready.
8. Barry Natwick of Nittany Bimmers gave a presentation on the Import and Performance event in Carlisle on May 12 and 13. He thinks it would be good for us to participate. This is a large event that attracts people from many states in the Northeast, including the young enthusiast demographic that we are trying to attract. Larry offered support and asked other chapters to talk it up. We are investigating the possibility of having a tent and parking area dedicated to BMW. This could be a great recruiting tool. Barry has volunteered to organize our presence and will work with Andy Miller and Nittany Bimmers to develop it further. We need to commit in March. This might also be a possibility for (6) above in future years.
9. The recognition program is finishing up their nominations for the year. Please get your nominees to Pete Sullivan by the end of the month.
10. Please forward your new chapter officers to National ASAP after installation.
11. One chapter expressed frustration with communication from National. (Specifically, returned phone calls and email requests.) Please let me know if this is a problem for your chapter. We need to identify communication problems and fix them quickly. It works both ways – see (3) above.
12. I have a limited amount of discretionary funds for 2023. In addition to the Carlisle event in (8) above, I anticipate support requests from several other events. I don't currently have any requests. Chapter presidents should email me with their anticipated requests within the next few weeks so I can budget.

As always, please reach out to me if you have anything you'd like to talk about. I usually work on BMW CCA stuff on Mondays and Fridays, but evenings until about 9:00 are also OK. My cell is (908) 230-9818.

To: Board of Directors, BMW CCA  
Executive Director, BMW CCA  
Date: June 25, 2023  
Subject: North Central RVP Pre-Meeting Report

Activities, Travel and Expenses:

- National Board Retreat, California-February 2-3, \$881.36
- Chapter Congress, Indianapolis, IN-February 18, 2023-\$546.86
- ///M Madness, Peoria, IL-June 3, 2023-\$88.50
- Cincinnati Concours d'Elegance, Cincinnati, OH-June 11-\$363.26

Future Travel:

- Q2 Board Meeting/MiX, Greer, SC-June 23-25, 2023
- Show and Shine, Painesville, OH-July 1, 2023
- Show and Shine at Cubs, Des Moines, IA-July 23, 2023
- IMSA Race, Elkhart Lake, WI-August 4-6, 2023
- National Board Meeting, Road Atlanta-August 25-27, 2023
- Driving School, Belding, MI-September 15-16, 2023
- O'fest, Providence, RI- September 27-30, 2023

RVP Discretionary Funds:

- Badger Bimmers Car Corral at IMSA race at Road America-\$1000

Relevant Notes/Accomplishments:

- Chapter President's Calls-March 8, 2023, and May 10, 2023
- Topics-Chapter Congress review, electronic chapter elections, membership goals, retention, and strategies, driving events manual changes, BimmerLife, Recognition Committee submissions, upcoming RVP travel and chapter visits, National Board meeting dates, O'fest 2023.
- One-on-One Calls with Chapter Presidents-ten completed

Topics for National Board Meeting:

Respectfully submitted,

David W. Brighton



**June 17, 2023**

**Subject:** Pacific Region VP Pre-Meeting 1Q Report

**Completed Travel:**

Board Retreat Santa Margarita CA February 2-5, 2023

Pacific Regional Congress, Los Angeles CA May5-7, 2023

**Planned Travel:**

National Board Meeting, Atlanta GA August 25-27, 2023 (tentative)

O'Fest 2023 Newport RI September 27-October 1, 2023

**RVP Discretionary Funds:**

No funds have been disbursed.

**Chapters on Probation or Contacted with Website Logo issues:**

Hawaii remains out of compliance. No membership money has been released to them. All attempts to call, email, text have failed. I get no response to any form of communication.

**Activity:**

On May 5, 2023 the Pacific Regional Conference was held. Only three chapters did not send on or more representatives to the conference: Hawaii, Sin City, and Road Runner. The conference started at 9 am on Saturday and continued to 5pm. Dan Bodnar, the Puget Sound Chapter vice president organized a presentation and discussion group exercise based on the presentations that Larry and Simone used. We added some additional information that was specific to the Pacific Region. There was a great deal of discussion, some fruitful and some not. People had the opportunity to network and exchange ideas, which is ultimately the function of the conference. We all agreed to check in to see if any of the ideas or methods to increase member engagement and increase membership are working at the next presidents' call July 24. Overall, I believe that the conference was successful in several ways, but the most important one is the networking/exchanging of ideas that I observed during lunch, breaks, and dinner.



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

**Date:** 06/10/2023

**Subject:**

Central RVP Pre-Meeting Report – Annual Meeting, Greenville, SC.  
June 22-25, 2023

**Completed Travel:**

- Dallas, South Central Region Congress –
- Eureka Springs, AR Regional Event, MidAmerica '02 Fest

**Planned Travel:**

- Annual Meeting/MiX event – Greenville, SC June 22-25

**RVP Discretionary Funds:**

- \$500 to 2002Forever Chapter for Regional MidAmerica '02 Fest (\$250 in Q1 and Q2)
- \$250 to E31 Chapter
- \$500 to Flat Out Classic Regional Driving Event

**Chapters on Probation:**

- None at this time.

**Discussion Topics:**

**-Discussions regarding O'Fest 2023.**

- Many conversations with multiple chapters surrounding BimmerLife submissions.
- Working discussions with Non-Geo chapters on growth and marketing opportunities.
- Discussions regarding the addition of an "I" chapter.
- Ongoing discussion surrounding Membership growth and retention.
- Discussion pertaining to difficulty signing up for a secondary chapter mid cycle.
- Regularly scheduled National Board calls.
- Roundel performance and plans to mitigate continued loss of revenue..
- Discussions regarding regional events like NordFest in lieu of annual Oktoberfest Events.
- Continued talks about chapter consolidation and a Governorships.
- Reminders to chapters to submit candidates to the Recognition Committee before the deadline.
- Discussions surrounding the 3-year plan to execute all chapter elections thru the National Office.
- Additional calls regarding raffle car options.

Respectively submitted,  
Jeff Gomon







Simone Harrison  
Regional Vice President  
South Atlantic  
sarvp@bmwcca.org  
770-670-9777

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

**Date:** June 18, 2023

**Subject:** South Atlantic RVP Pre-Meeting Report  
June 25 Board Meeting, Greer, SC

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**Travel / Meetings Completed December 2022 - June 2023:**

- Dec 3-5: Board meeting, Providence, RI (flight: \$307.20)
- Jan 10: Zoom coffee chat with Blue Ridge Chapter, VA
- Jan 26 - Jan 29: Rolex 24, Daytona, FL
- Feb 2-6: Board retreat, CA (\$185.96)
- Feb 11: Sandlapper Annual Dinner, Greer, SC (\$117.52)
- Feb 18-19: Bimmer Invasion, Orlando, FL (\$672.75)
- Mar 3-5: Peachtree HPDE & Club Race, Road Atlanta, GA
- Mar 11: South Atlantic Regional Chapter Meetup, Tampa, FL
- Mar 30-Apr 2: Tarheel BimmerWorld Club Race School, VIR, VA

**Planned Travel/Meetings:**

- June 23 - 24: MiX, Greer, SC
- Aug 2: Regional meeting (zoom) with Chapter leadership
- Aug 27: Board meeting, Atlanta, GA

**Discretionary Funds Requested/Distributed:**

- Tarheel \$500 for IMSA Car Corral, VIR (Q3)
- Peachtree \$500 for IMSA Car Corral, Michelin Raceway Road Atlanta (Q4)

**South Atlantic Chapter Regional Calls Completed/Upcoming:**

Quarterly regional meetings for South Atlantic are scheduled for the first Wednesday of the second month as follows:

- Aug 2 2023
- Nov 1 2023

## Chapter Items:

**Chapter Compliance** - All Chapters in South Atlantic are in-compliance at time of this report submission with Chapter operating requirements on behalf of Club members.

**Chapter Membership** - As of June 2023, South Atlantic includes fifteen chapters and approximately 13,600 PRIMARY members. We discussed a renewed focus on member recruitment and retention during our November and February regional meetups. Recruitment and retention is a top priority for all Chapters.

In April, I shared a playbook document with all Chapters with linked tools and programs for member engagement, recruitment and retention (see attached).

I also created a private FB group for Chapter leaders to drive collaboration and idea sharing across the Chapters in the region (see below screenshot).



The Florida Suncoast Chapter continues to show the strongest membership growth and retention in the South Atlanta region, largely attributable to its area governorship model.

All Chapters in South Atlantic are aware of the upcoming email campaign from BMW NA that promotes the BMW CCA to BMW owners with a link to join the Club. I have requested a renewed focus on new member welcome campaigns at a Chapter level.

**Chapter Events** - Chapters in South Atlantic region continue to offer a diverse selection of events for members. As we explore the membership value, and seek to attract a younger and more diverse membership base, reimagining the experience of being a member is both our challenge and opportunity. The recommendations and insights from the Next Gen Committee will be helpful in this area.

**Chapter Operating Structure & Collaboration** - The success of our Chapters - and the Club - relies on the many contributions from our club members who volunteer and give back. Every Chapter wishes they had more volunteers to help, especially with events, social media and member engagement. Our Board focus on the area representative program has proven to be successful in extending the reach of the club experience (Florida Suncoast is a shining example).

Helping chapters activate the Car Club experience locally through an increase in volunteerism and creating a chapter playbook for social media and communications are two areas I recommend the Board action. Volunteerism: I recommend we showcase the recipients of the 2022 recognition awards through the National communication channels (web, social, print). Social Media: I recommend we host quarterly webinars for social media best practices, with a focus on Instagram and FaceBook.

#### **Other Updates/New Business:**

- **Regional Chapter Board Meetup** - 30+ chapter leaders attended the regional chapter meetup in Tampa in early February. We spent the morning focused on programs and initiatives for member growth, engagement and experience. The afternoon sessions were discussion-based around the topics of chapter operations and member growth. A number of chapters who attended the November session in Greer also attended the Tampa meeting. I recommend we explore opportunities for similar sessions in 2024, dependent on budget availability.
- **Member Voting Platform** - All Chapters in South Atlantic are aware of the plan to move elections to a calendar year cycle and the 3 year transition to a standardized national voting platform for secure, online voting.
- **Digital and Technology** - Maximizing the potential of digital as a strategy to activate on digital channels, share content, capture the attention of a wider audience, and bring new members into the club is a top priority for the National organization in 2023. Budgeted investment from Roundel and BimmerLife cost savings will optimize the performance of our technology platforms, particularly the optimization of the web and mobile experience and a new digital magazine reader.
- **Member Text Messaging** - We need to decide policies for 1) making the data capture of mobile numbers a requirement during member signup and 2) member communication policies via text for National and Chapters.

Considerations and guidelines need to be outlined in the operations manual: Privacy & Data Protection, Consent & Opt-in, Transparency & Control, Frequency & Relevance, Content & Tone, Optimal Timing & Use, Member Feedback Loops, and Compliance with Regulations. Text messaging to members must be controlled, valuable and respectful.

- **BimmerLife Magazine** - 11 out of 15 Chapters in South Atlantic missed the June 1 2023 submission deadline for the Fall/Winter edition. I recommend the Chapter President and Vice President be included on communication emails and reminders from the Regions Editor to help further boost awareness for the theme and deadlines.
- **Driving Events Manual** - Our regional DEC, Joe Marko, shared the recent DEC manual changes with all Chapters and hosted a discussion and change review call with Chapters in late February.

- **South Atlantic Regional Event 2024** - We discussed as a Board on Nov 10 2022 a plan to hold regional events with support from National. South Atlantic will advance plans for late August / early September 2024 at either Road Atlanta in Braselton, GA or VIR in South Virginia. A structure for National support (contract oversight, financial risk management, registrations, event promotion and national sponsors) is to be identified.

Respectively submitted,

Simone Harrison  
Regional Vice President  
BMW CCA South Atlantic



Simone Harrison  
South Atlantic Region RVP  
[sarvp@bmwcca.org](mailto:sarvp@bmwcca.org)  
770-670-9777

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## Club Update: South Atlantic Region

April 30 2023

### > Calendar - 2023 National Events

- Club Rendezvous - Bourbon Trail, Louisville, KY  
May 18 - 21

<https://www.bmwcca.org/rendezvous/bourbon-trail>

- The Vintage, Hot Springs, NC (BMW CCA Primary Sponsor)  
May 19 - 21

<https://www.atthevintage.com/>

- BimmerLife MiX, Greer, SC  
June 23 - 24

<https://www.bmwcca.org/mix>

- Pittsburgh Vintage Grand Prix (BMW CCA Sponsor)  
July 22 - 23

<https://pvgp.org>

- Monterrey Festorics and Legends of the Autobahn  
August 18 - 19

<https://legendsoftheautobahn.org>

- O'Fest 2023, Rhode Island  
September 27 - October 1



Simone Harrison  
South Atlantic Region RVP  
[sarvp@bmwcca.org](mailto:sarvp@bmwcca.org)  
770-670-9777

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- Host chapters: Boston & Connecticut
- Host hotel: Crowne Plaza, Warwick, RI
- Key events:
  - HPDE at Thompson Track
  - Autocross, location TBD
  - Fun rally & driving tours
  - Museum experience at <https://www.audrainautomuseum.org>

Registration opens late May: <https://ofest.bmwcca.org>

### **Regional Events:**

BMW CCA - Tarheel & NCC Club Car Corral, IMSA Race @ VIR

**August 25-27 2023**

Registration to be opened

BMW CCA - Peachtree Club Car Corral, IMSA Race @ Road Atlanta

**October 11 - 14 2023**

<https://www.motorsportreg.com/events/bmw-cca-car-corral-at-petit-le-mans-2023-michelin-race-way-road-atlanta-002976>

\*\*Tarheel, Peachtree and NCC ask for your support. There are many volunteer opportunities at both events for corral setup, registration, parking, meet and greets with race teams and corral support. Please direct members interested in volunteering to contact Paul Dunlevey (Tarheel), Will Harris (Peachtree) or Paul Seto (NCC) to volunteer and learn more.\*\*

### **> Club Publications**

- **Roundel Magazine**

The Board made the decision to reduce the magazine print editions from 10 to 8 for 2023. This is a realized cost savings of approximately \$140,000. Allocations from the budget savings are to be directed to digital platforms and technology enhancements to optimize the online experience. See editorial on this topic from Brian Thomason, Club Treasurer, in December 2022 Roundel.

View the Roundel online at: <https://www.bmwcca.org/roundel-online>



Simone Harrison  
South Atlantic Region RVP  
[sarvp@bmwcca.org](mailto:sarvp@bmwcca.org)  
770-670-9777

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Key areas of investment include mobile optimization of the web experience, engaging content strategies on social, social sponsored ads and co-partnering with digital advertisers.

- **BimmerLife Magazine**

The spring/summer edition of BimmerLife was published as a single edition, bringing all five regions of the club under a single cover. The response and feedback from members has been extremely positive.

The magazine topic for the Fall/Winter edition is “**Generations**.” The regions editor, Wes Fleming, sent an email with guidelines to Chapters on April 19. The final date for submissions is June 1.

Send articles to shared mailbox [regionseditor@bimmerlife.com](mailto:regionseditor@bimmerlife.com)

Article templates and format guides: [View google folder.](#)

View BimmerLife magazine online: <https://bimmerlife.com/publications/>

## > **Club Membership**

The membership decline, mostly driven by the end of the 3 year automatic vehicle purchase rebate program, has started to tail off in the last 90 days. Across the US, we are down approximately 10,000 members. Recent enhancements to the “renew your membership” campaigns (email, print and text) have shown a positive result in retention.

Chapter officers can view chapter membership trend reports online. Note: these data reports show Primary members only.

- Login to [bmwcca.org](http://bmwcca.org)
- Top bar navigation, click link to “Manage Account”
- Scroll down to “Chapter Membership Trends”





Simone Harrison  
South Atlantic Region RVP  
[sarvp@bmwcca.org](mailto:sarvp@bmwcca.org)  
770-670-9777

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You can filter by beginning and end dates.

**Membership Growth** - In 2023, a top national level priority is to maximize the potential of digital channels as a strategy for activating and sharing content, attracting a larger audience, and bringing new members into the Club community.

- Increased focus on Instagram posts and stories that create engagement and promote a community of members
- Cross-posting on Facebook of BimmerLife articles with links to bimmerlife web blog activating the Join Now call to action (CTA)
- Sponsored (paid) social advertising for national events with club membership promotion
- Co-partnerships, co-branding with key advertisers and sponsors
- Promotion of limited-time discounts on automotive products as a member benefit with links to join the club
- Direct email marketing to incomplete profile accounts on the join now web journey
- Optimizing the number of questions and clicks for the membership “Join Now” digital journey

At a chapter level, Chapters are asked to think creatively about member recruitment and building awareness for the Club in local areas.

**Recent Example:** The New Jersey chapter held a “best in show” at a recent cars and coffee with 200+ cars. BMW CCA members could enter for prizes (Griots care package) - best E and best F or G model. Non-members could join the club onsite to participate in the best in show. There was a special drawing for new members who joined that day.

> **Chapter Area Representatives**



Simone Harrison  
South Atlantic Region RVP  
[sarvp@bmwcca.org](mailto:sarvp@bmwcca.org)  
770-670-9777

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We see positive member retention data for those chapters who operate with area representatives to reach members in local areas.

We looked at best practices for area representatives at our Greer and Tampa regional meetups.

Here's an overview document on the [area representative program](#). If your Chapter covers a large geographic area, consider expanding your reach of the membership experience. Florida SunCoast, Tarheel, Sandlapper and Tidewater are good models in our South Atlantic region.

#### > **BMW Centers**

Partnerships with BMW centers and independent shops are also encouraged by chapters to promote awareness for the club. The new [BMW Center brochure](#) is available. Request printed hard copies from Len Rayburn at [lrayburn@bmwcca.org](mailto:lrayburn@bmwcca.org).

Example: The FL SunCoast Chapter has negotiated a deeper discount on parts for BMW CCA members. The Sandlapper Chapter has a similar program and has identified two specialty technicians for experienced service on older model BMWs.

#### > **Membership Referrals**

The [membership referral program](#) remains the strongest member recruitment tool. Remind your Chapter members about the referral program in your Chapter communications (web, email, social).

A referring member and new member have the chance to win a driving experience at the Performance Center, and the referring member is awarded CCA bucks.

There's a new page on the website. <https://www.bmwcca.org/referral-program> Members can now copy a unique link to share with friends and family on social or email. There's also an email template form on this page.



Simone Harrison  
South Atlantic Region RVP  
[sarvp@bmwcca.org](mailto:sarvp@bmwcca.org)  
770-670-9777

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You can also request printed copies of the [Nice Bimmer](#) card from Len Rayburn at [lrayburn@bmwcca.org](mailto:lrayburn@bmwcca.org). These are great to handout at events and include a QR code, which directs to the join now application on the BMW CCA website.

Each active member also receives a copy of this Nice Bimmer card with each issue of the Roundel and BimmerLife magazines.

Len is also available to design a unique artfile for a Chapter-customized version of the Nice Bimmer card; printing would be a Chapter expense.

### > Club Discounts

The club discount page on the BMW CCA website was updated in early January 2023. More discount programs are under development for announcement later this summer.

As a member of the BMW CCA, we offer a variety of discounts on products and services from our business partners. These include discounts on vehicle parts, aftermarket upgrades and accessories. In addition, we have discounts on lifestyle products and experiences, such as clothing, hotels and car rentals. Members may also qualify to get discounts on vehicle insurance, as well as discounts on BMW performance driving experiences. Overall, being a member of the BMW CCA provides club members with a range of benefits that can help save money on everything from car upgrades to recreational activities.

Here is a [list of current discount programs](#) available to members.

Many Chapters have negotiated special discounts with local BMW service centers and independent shops. These local discounts provide additional value as a club member, and serve as a strong “why join” message for new member signups.

### > Recognition Program

The award recipients for the 2022 recognition program will be finalized and voted for approval at the National Board meeting in late June 2023.



Simone Harrison  
South Atlantic Region RVP  
[sarvp@bmwcca.org](mailto:sarvp@bmwcca.org)  
770-670-9777

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Nominations for 2023 will open later this Fall.

<https://www.bmwcca.org/recognition-program>

### > **NextGen Committee**

The NextGen committee participated in the Chapter regional meetups across the country January - April this year. Here's a [copy of the update presentation](#) from NextGen.

Committee co-chairs are Forrest Bennett and Valerie Caprigno.

Member contacts from Smoky Mountain, SunCoast, Sunshine and Sandlapper have been shared with the NextGen committee for engagement.

If you wish to nominate someone from your Chapter to engage with the committee, please send through me or contact Valerie or Forrest directly.

### > **BMW CCA Foundation**

The new museum exhibit opens May 19 2023. BMW Motorcycles - A Century of Innovation.

<https://bmwccafoundation.org/>

An opening gala is scheduled for the evening of Thursday, May 18. Tickets are available for purchase at:

<https://www.eventbrite.com/e/bmw-motorcycles-a-century-of-innovation-opening-gala-registration-546449012707>

### > **Club Operations Manual**

The [Club Operations Manual](#) is a living document and is updated periodically.



Simone Harrison  
South Atlantic Region RVP  
[sarvp@bmwcca.org](mailto:sarvp@bmwcca.org)  
770-670-9777

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Most recent updates: Section Six, Chapter and Chapter Operations, was updated November 2022.

Language was added for logo usage, Chapter bank account signatories and responsibilities for protecting Club intellectual property and assets.

### > **Driving Events Committee**

Joe Marko is our regional representative on the DEC. Any questions about HPDE, Autocross, Car Control Clinics and all things CCA Driving Events, send him an email at [bmwcca.sardec@gmail.com](mailto:bmwcca.sardec@gmail.com).

The Driving Events Operations Manual was updated by the DEC, approved by the Board and published to the website dated February 1 2023. You can view a copy [here](#).

Joe walked us through the updates on a regional chapter call on February 28 2023. Key updates detail best practices and minimum standards for driving event safety, guidance on insurance start date requirements, provisions for the allowance on convertibles, and includes new language for autocross course layout and design.

### > **National Board of Directors**

The next National Board meeting is scheduled for Sunday, June 25 at the BMW CCA offices in Greer, SC. New positions taking effect at the meeting:

- Our current Treasurer, Brian Thomason, will assume the position of Executive Vice President, replacing Lou Ann Shirk who is stepping down.
- Mark Hall will join the board as the incoming Secretary, assuming the position from Darlene Doran after her three 3-year term as Secretary.
- Scott Mallan also joins the board in the position of Treasurer, filling the role vacated by Brian Thomason.



Simone Harrison  
South Atlantic Region RVP  
[sarvp@bmwcca.org](mailto:sarvp@bmwcca.org)  
770-670-9777

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Positions up for election for 2024 starting seats: President, North Central RVP and South Atlantic RVP.

### > Requesting Speakers from BMW NA or BMW Manufacturing

If you would like a representative from BMW NA or BMW Manufacturing to join a Chapter event (in-person or virtual speaker), please send those requests directly to Frank Patek and cc me. This is at the request of Tom and Alex at BMW NA. The intent is not to dissuade this engagement with BMW but to streamline requests for the Company and ensure the right personnel representation from the Company.

### > Collector Chassis

[Collector Chassis](#) is a new online platform for enthusiasts, hobbyists and collectors to showcase, spectate, buy and sell vintage, classic and special interest vehicles. We are excited to be launching the platform as an exclusive portal for BMW CCA members as an extension of the Club website and accessible with a single sign-on.

Members are using Collector Chassis to showcase their cars in a virtual garage. We are looking at options to expand the platform to offer the sale of parts in the future. This would augment the Roundel classifieds.

### > Chapter Elections

As of June 2022, each chapter is now required to conduct their elections following a calendar year cycle.

By 2024, each Chapter is required to use the secure National voting system for voting and ballot reporting. It is highly recommended to ensure voting integrity and transparency that Chapters update their by-laws to no longer have support for a paper ballot process.

#### *Secure National Voting Platform*

- Send list of candidates and associated Board seats to Edward Tamsberg at [etamsberg@bmwcca.org](mailto:etamsberg@bmwcca.org).



Simone Harrison  
South Atlantic Region RVP  
[sarvp@bmwcca.org](mailto:sarvp@bmwcca.org)  
770-670-9777

- Identify date chapter elections are to open and close.
- Edward will create a unique voting web link for Chapters to share with their membership.
- Member will login through the voting web link with their CCA credentials and cast their ballot.

### > 2023 Chapter Forms

Login and see the Chapter Resource page on the BMW CCA website for all forms.

**Chapter Resources**

- Chapter Admin
- Submit Event to National Calendar
- All Chapter Forms
- Insurance Request Form
- Member Verification Tool
- Current Chapter Roster
- Upload Chapter Newsletter
- E-Waiver System Admin Login
- Waivers: Adult, Minor, BMW CCA Communicable
- Disease/Covid Waiver
- COVID Policy
- Chapter Financial Statement
- Frequently Asked Questions
- Driving Events Committee

Print 8.5x11 in color on a quality printer.  
Please replace previous versions.

(Use your same credentials)

<https://www.bmwcca.org/chapter/forms>

2023 due dates for chapter forms:

- **March 15** - Chapter Admin Form (Note: Chapter board members listed on the chapter admin form are granted access to the Chapter Resources on the CCA website.)
- **March 31** - Chapter Financial Statement
- **May 15** - Chapter 2022-990 Tax submission

### > Chapter Communications



Simone Harrison  
South Atlantic Region RVP  
[sarvp@bmwcca.org](mailto:sarvp@bmwcca.org)  
770-670-9777

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Many Chapters use a combination of email, social, and web for digital communications. Some have continued with print newsletters or chapter magazines.

The 2x/year BimmerLife magazine includes a dedicated Chapter section for news, articles and upcoming events.

The BMW CCA website includes an events section for Chapters, with a Regional Events email sent to all members by the National Office throughout the year. Enter your Chapter events onto the Calendar using the “submit event to national calendar” link under Chapter Resources.

[Motorsportreg.com](http://Motorsportreg.com) is often used for event registrations and signups.

Mailchimp or Constant Contact are two email platforms to consider for email list management.

[Canva.com](http://Canva.com) is a great online tool for creative design of emails and social posts.

### > Regional Meetups

On November 12 2022, representatives from Blue Ridge, Choo Choo, Florida Suncoast, National Capital, Sandlapper, Smoky Mountain, Peachtree, Tarheel, Tidewater and M Chapters met in Greer for a regional meetup.

On March 11 2023, representatives from SunCoast, Sunshine, Everglades, Peachtree, Bayou, Old Hickory, Sandlapper, Heart of Dixie, National Capital, M and X chapters met in Tampa for a regional meetup.

Main topics of discussion were:

- Member recruitment and retention
- Reaching the next generation of enthusiasts
- Engaging more volunteers to support chapters.





Simone Harrison  
South Atlantic Region RVP  
[sarvp@bmwcca.org](mailto:sarvp@bmwcca.org)  
770-670-9777

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### >South Atlantic Region Facebook Group

At our regional meetups in Greer and Tampa, we talked about ways to connect Chapter leaders with each other in an online community group to ask questions, share best practices and answer questions for each other.

Here's a link to a private FB group. Click to request to join.

<https://www.facebook.com/groups/2245680828897332>

The purpose of this group is to create a leadership community and connect chapter leaders on opportunities for mutual success.

### > 2023 Regional Quarterly Calls

Here are the dates for our 2023 Regional Q calls.

Meeting invites for your calendar, with zoom join details, will be shared closer to the meeting time.

We meet virtually at 7pm EST on the first Wednesday of the second month of each quarter.

- February 1 (complete)
- May 3 (canceled)
- August 2
- November 1

Re: June 21, 2023

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

**Under the heading of doing more with less** I want to congratulate each of the RVP's for delivering regional conferences that encompassed learning modules including recruitment, retention, operations, presentations from Street Survival, from the DEC and from our Next Gen Committee. All done on a tight budget while delivering a quality product at a third of the cost of our lowest cost national conference. Well done!

The only concern I had coming out of those conferences was a pervading "sense" of over reliance being placed on technology vs hand shaking. I was taken aback to hear that it is "unacceptable" to expect members to ask new recruits to fill in a paper application. Rather handing out a QR code is as much as we should and can expect. QR codes are easy, and they are convenient, but they do not begin to compare with a completed membership application and collection of fees on the spot. Now, I understand that not every member is walking around with a card reader, and I do not expect them to do so. However, whenever a chapter attends/runs an event recruitment should be the recurring theme of the day. The best way to guarantee that the people we speak to at events join the club is to make it easy for them to do so on the spot. There is no comparison to a Welcome, a Handshake, an Introduction to friends, the club, and an invitation to join followed by the means to do so on the spot. We are a social club built around our passion for BMW. We are not a computer club built around a passion for playing online games. Recruitment works best when we meet people where they are, when we speak to them, and we form a human relationship with them.

**Associate Membership Dues** were last raised over a decade ago. Currently for the cost of \$10/year associate members receive the same rights and benefits as Primary Members. It is the recommendation of staff that associate member dues rise to \$15/yr and be in line with the cost of adding an additional chapter.

**Ofest as we know it may be over.** Early registration numbers for Ofest are drearier than last year, which was drearier than the year before. The board should carefully and conscientiously discuss this topic, but it is the recommendation of staff that it is time to walk away from the concept of an annual Ofest event. My personal recommendation for a replacement is to focus on three days at a Tier 1 Track in locations that can draw in members whose focus is social, but for the event itself to focus on where we believe enthusiasm remains – high performance driving, club racing and other track related events. For those members who prefer social events we can better serve them with getaway weekends. Ofest may still have some life as once every 4<sup>th</sup> or 5<sup>th</sup> year event.

**As things stand Ofest 2023 stands to cost the club a great deal of money.**

**Hawaii and Trillium Chapter issues to be discussed in sensitive session.**

**Event Memberships to be discussed in sensitive session.**

**Oral History Project**

The BMW CCA Oral History Project has concluded. As of June 9<sup>th</sup>, the finished hard and digital copies began shipping to those members who ordered them. I am pleased to report that member response to the program exceeded my expectations and involved more club members in a single activity – outside of raffle - than any other activity we offer. As of March 22, 2022, *Three Thousand Three Hundred Ninety-two (3,392) members* submitted their stories and memories to this project. Additional benefits to the club in terms of data collected and cleaned up are as follows:

	NEW	VERIFIED
Emails	445	3,839
Home Addresses	312	4,028
Home Phone Numbers	1,660	129
Cell Phone Numbers	3,233	N/A

The addition of those 3233 cell phone numbers is a great addition to our member demographics and particularly important as we are now leaning into SMS as a method to maintain membership.

#### **BMW CCA Media**

From my very first day on the job, I have defended and advocated for the continued printing of every issue of *Roundel* magazine. Like the majority of our members, I believe *Roundel* and BimmerLife are amongst our top tier benefits. Unfortunately, advertising dollars are no longer available to support my wants or those of so many members. Raising membership fees to such a rate that would pay for unfettered print runs is not feasible. Looking ahead at our expenses for 2023 and beyond I am heartbroken as I type the following recommendation. To maintain the club and its programs *Roundel* must shed yet again two copies from its print run no later than fiscal 2024.

In support of this I direct your attention to the report of the Creative Director as he discusses the viability of new software that will allow us to continue to deliver *Roundel* and other publications electronically. This new technology could allow us to increase the number of issues of *Roundel* per year.

#### **GOVERNANCE**

Prior to the start of BMW CCA's election season we instituted a Nominations Committee that interviewed candidates. The committee helped candidates better understand the positions they vied for, and the responsibilities attached to same. This was a good start towards developing a robust methodology to find the best leadership for the club. I understand the controversial nature of what I am suggesting, but it is no longer 1969. The club – while social in nature – is still a business and its board is charged with making decisions that impact our financial viability, long term health and security, and most importantly the safety of those who participate in our programs. To not seek out and mentor the best and brightest from amongst our very talented members is tantamount to malpractice.

Neglect in this area can mean more than missing out on the best and brightest. It can open the door to priorities, intentions and general mischief that is not in alignment with the aim, goals, policies, and philosophy of the club. When outstanding candidates and/or sitting board members are challenged and their loss would risk the forward momentum of the club it is vital that the board vocally support those members. Standing silently on the sidelines is no longer a viable option when others vociferously advocate for "their" candidate. The trust of the members and the trust that must exist between board and staff is hard won, and easily lost. We must do better. **It is past the time when a serious and thoughtful Nominations Committee is put into place and made operational.**

#### **OPERATIONS**

##### **EVENTS FOR MEMBERS ONLY**

501C7 entities that compete in the public marketplace run the risk of being audited, paying penalties and losing their tax status. Chapters who wish to run up against these very real risks should follow the below procedures.

##### **Recordkeeping Requirements**

[Revenue Procedure 71-17 PDF](#) details the recordkeeping requirements for social clubs that conduct activities with nonmembers. The records must distinguish one type of income from another (gambling income vs. food sales income) and one type of expense from another. The records should be retained for at least three years from the due date of the organization's annual return. Clubs that allow nonmembers to use their facilities must collect and maintain certain information. The information collected for an event should include:

- Date
- Total number in the party
- Number of nonmembers in the party
- Total charges
- Charges attributable to nonmembers
- Charges paid by nonmembers.
- Where a member pays all or part of the charges attributable to nonmembers, a statement signed by the member indicating whether he or she has been or will be reimbursed for such nonmember use and, if so, the amount of the reimbursement.

Failure to keep records that distinguish the types and sources of income and expenses will result in a presumption that all income is unrelated to your exempt purpose and therefore subject to unrelated business income tax.

## **INSURANCE**

Nothing new to report

## **NEW CLUB**

The MINI Motoring Club of America has unfortunately been sidelined for the last several months but is finally back on track. I expect a launch date this fall.

## **RAFFLE 2023**

In conjunction with Turn 14 the BMW CCA 2023 Raffle launched on June 21 with a specially tuned BMW M3 Competition X Drive. The following will be part of the car:

*Acexxon Rear Reflector Insert Set - Honeycomb*  
*Alpha-N Carbon Fiber Hood*  
*Akrapovič Evolution Exhaust*  
*Akrapovič Carbon Fiber Rear Diffuser*  
*Akrapovič Carbon Fiber Rear Wing*  
*AST/MOTON Adjustable Lowering Springs*  
*BBS RI-D Wheels - 20x9.5 +10, 20x10.5 +15*  
*BMW M Performance Carbon Mirror Cap Set*  
*BMW M Performance Aramid Fiber Antenna Cover*  
*BMW CSL Front Grille*  
*BMW CSL Strut Brace*  
*CSF ZF8 Transmission Cooler + Rock Guard*  
*CSF Level-Up Charge-Air-Cooler Manifold*  
*CSF High-Performance Heat Exchanger*  
*Eventuri Carbon Fiber Intake Kit*  
*Eventuri Carbon Fiber Engine Cover*  
*Future Classic 80mm Titanium Stud Conversion Kit*  
*Future Classic 5x112 05mm Wheel Spacer Kit*  
*Future Classic Aluminum Oil Filter Housing Cap*  
*IND Painted Front Reflector Set*  
*Motorsport+ CSL Style Yellow DRL LED Set*  
*INDIV Carbon Air Vent*  
*RaceChip GTS Black*  
*RKP Enhanced Clearance Front Liner Set*  
*Sterckenn Carbon Fiber Front Splitter Set*

## **International Council Meeting 2023**

The meeting is scheduled for July 10 and 11 in Berlin. Discussion in sensitive session.

### Legends of the Autobahn/Festorics 2023

Legends of the Autobahn has a new home at PG Links in Pacific Grove, California. The event will be held on Thursday August 17<sup>th</sup>. Festorics will return to the Rolex Monterey Motorsport Reunion on Friday and Saturday August 18 and 19.

### HOW MEMBERS HEARD ABOUT US

Source	Total	Current	Lapsed	2019	2020	2021	2022	2023
Amica	285	268	17	0	0	0	98	169
Attended a BMW CCA Event	213	213	0	0	0	0	0	212
Bimmer Magazine	2,770	639	2,131	49	40	95	24	3
BimmerLife	726	424	302	34	24	75	168	115
BMW CCA Foundation	233	113	120	3	15	24	55	13
BMW CCA Website	9,620	2,295	7,325	211	121	200	317	139
BMW Center	7,520	1,699	5,821	248	128	168	258	129
BMW Performance Center	3,096	1,081	2,015	139	105	166	198	99
BMWBlog.com	980	314	666	64	33	30	56	33
BMWCar Mag UK by Unity Media	39	12	27	0	1	0	1	0
Car and Driver Magazine	993	312	681	39	25	41	53	21
Classic MotorSports	136	53	83	6	5	6	10	10
CPO Sample Roundel	225	54	171	4	4	2	1	0
Facebook	2,030	619	1,411	46	55	120	160	116
GrassRoots Magazine	390	118	272	7	8	9	21	10
Independent Shop/Dealer	2,526	598	1,928	68	57	72	114	57
Instagram	118	107	11	0	0	0	54	53
Link from Another Website	3,281	860	2,421	145	64	99	121	77
National Aftersales Conference	8	2	6	1	0	0	0	0
Performance BMW Mag UK Unity	17	3	14	0	0	1	0	0
Radio Ad	34	5	29	1	1	1	0	0
Referred by BMW CCA Member	12,239	3,825	8,414	421	303	542	765	475
Search Engine	5,318	1,615	3,703	171	166	275	324	230
Sports Car Market Magazine	186	67	119	3	4	3	13	7
Television Ad	24	6	18	1	0	2	0	0
Ultimate Benefits Program	173	67	106	22	15	18	4	3
Word of Mouth	27,553	6,662	20,891	644	492	772	983	586
Youtube	45	37	8	0	0	0	21	16

## MEMBERSHIP TOTALS

As of June 19th, 2023:

Member Type	Primary Members	Associate Members	Total
1 Year	21,380	3,319	24,699
2 Years	10	2	12
3 Years	21,316	4,271	25,587
5 Years	3677	873	4550
Lifetime	1,179	315	1,494
<b>Total</b>	<b>47,567</b>	<b>8,780</b>	<b>56,347</b>

## NATIONAL MEMBERSHIP GROWTH

The following report shows the average count of new members over a 5-year period between January 2016 and 2020. There are additional columns for 2021 and 2022, along with the percentage over or under the average. A negative value indicates a lack of growth. (Our dues increase took affect February 1<sup>st</sup>, 2020)

Month	All Members				
	5-year Avg 2017 - 2021	2022	2022 % of Avg	2023	2023 % of Avg
January	929	559	-39.83	564	-39.29
February	724	512	-29.28	547	-24.45
March	799	722	-9.64	885	10.76
April	770	694	-9.87	703	-8.7
May	956	685	-28.35	719	-24.79
June	898	680	-24.28	434	-51.67
July	844	715	-15.28		
August	929	736	-20.78		
September	897	643	-28.32		
October	794	569	-28.34		
November	708	507	-28.39		
December	984	447	-54.57		

The following report is the same as above, except that it breaks down the growth for Primary and Associate members for comparison.

Month	Primary Members					Associate Members				
	5-year Avg 2017 - 2021	2022	2022 % of Avg	2023	2023 % of Avg	5-year Avg 2017 - 2021	2022	2022 % of Avg	2023	2023 % of Avg
January	781	458	-41.36	439	-43.79	147	101	-31.29	125	-14.97
February	622	408	-34.41	454	-27.01	102	104	1.96	93	-8.82
March	695	585	-15.83	737	6.04	103	137	33.01	148	43.69
April	670	566	-15.52	581	-13.28	100	128	28	122	22
May	828	554	-33.09	589	-28.86	128	131	2.34	130	1.56
June	778	537	-30.98	342	-56.04	120	143	19.17	92	-23.33
July	741	579	-21.86			103	136	32.04		
August	817	604	-26.07			112	132	17.86		
September	782	501	-35.93			114	142	24.56		
October	685	457	-33.28			109	112	2.75		
November	627	416	-33.65			81	91	12.35		
December	864	363	-57.99			120	84	-30		

To: Board of Directors, BMW CCA  
Date: June 19, 2023  
Subject: Director of National Events Pre-Meeting Report

## **2023 National Events**

### **Rolex – Daytona, FL**

January 27-30, 2023

Registrants	120	
Price	\$1,385.00 per package for 2 Guests	
Income	\$59,275.50	
Sponsorship	\$25,000.00	
Expenses	\$79,874.66	
		Profit \$4,400.84

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### **Club Rendezvous – Bourbon Trail, Louisville KY**

May 18-21, 2023

Registrants	77	
Price	\$1,295.00/Double - \$1,595.00/Single	
Income	\$100,393.00	
Sponsorship	\$0.00	
Expenses	\$95,048.99	
		Profit \$5,344.01

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### **MiX – Greer, SC**

June 23-25, 2023

Registrants	302	
Price	\$25.00, \$65.00, \$199.00	
Income	\$41,392.60	
Sponsorship	\$34,350.00	
Expenses (Projected)	\$70,564.00	
		Projected Profit \$5,178.60

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### **Legends of the Autobahn West – Pacific Grove, CA**

August 18, 2023

Current Registration 175 Cars (116 BMW)

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### **Festorics – Monterey, CA**

August 19-20, 2023

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### **O'fest Forever – Warwick, RI**

September 27 – September 20, 2023

Registrants	104 (Full) 44 (Weekend Only)
Price	\$285.00 (Full) \$180.00 (Weekend Only)

Event will break even or make money if there is no hotel attrition. We currently have 384 rooms booked. Need an additional 595 room nights booked to meet the 80% commitment.





Jason Kazian, Director of Marketing

## **Sponsorship And Marketing Report**

### **June 25, 2023 – Greer, SC Annual Board Meeting**

As we reach the halfway point of 2023, I want to highlight a few of the key Marketing programs and touch on a few ideas we are pursuing for the remainder of 2023. We are looking forward to a fantastic schedule of upcoming events together with our members, highlighted Sponsors and Partners in various forms. I am hopeful we can continue to grow a younger audience in the Club as we have continued to form some good industry relationships to help with this initiative.

### ***CAR OF YOUR DREAMS RAFFLE 2023***

We are excited to have just launched the 2023 program this past week on Wednesday (6/21). The prizes for 2023 are as strong as ever and include the Grand Prize, BMW M3 Competition Xdrive; the First Prize BMW M2; and Main Prize is a selection of either the BMW 330i or 330e. We will have content of the completed build from Turn 14 in an estimated 4-5 weeks which will be exciting to use throughout the campaign and upcoming months.

Thanks to all our sponsors and partners who help make this possible for another year.

Flash Drawings and Special Drawings for 2023 include:

Michelin – Tire Certificates

BMW CCA golf tee sets

Amazon - \$1,000 in Gift Cards

Griot's Garage - Car Care Kit

AMEX - \$1,000 Gift Card

BMW Performance Center One-Day M School

BMW CCA Lifetime Membership

\$1,000 HOTELS.com gift card

\$500 AMEX gift card

4-piece collector coaster set

### ***NATIONAL EVENTS SPONSORSHIP***

Many of our national sponsor agreements roll over into 2023 but a few were up for renewal. Hagerty, Lockton Motorsports, Turn 14 Distribution, and XPEL are part of this group needing renewal and all locked in for renewal. BBS has been a struggle for final commitment, but we do have a verbal that they are hoping to recommit. We are also in discussions with each of the sponsors for ways to capture a younger audience as many of these brands have the same goals as we do in this area. This includes trying to do more promotion around social media and digital marketing optimization. Michelin remain in a tenuous spot as they seem to be pulling out of many areas in the event marketing space so I would say they are one that is at risk for the future

although they are secure through 2023. I have already been in conversation with other tire brands including Pirelli about dipping their toe in the water with us this year with a larger goal of more in 2024.

Below is the current complete list of our amazing sponsors for each of our national events in 2023:

**BimmerLife MiX –**

ADD Solutions  
Akrapovic  
ALPINA  
Amica  
Autowerks SC  
BMW NA  
BMW CCA Foundation  
BMW Performance Driving School  
Collector Chassis  
Extreme Auto Spa  
Griot's Garage  
Hagerty  
Michelin  
Thunder Bunny Racing  
Tire Rack Street Survival

Event update - I have been able to secure some really exciting additional sponsors for MiX and I believe our participation list of sponsors and vendors is larger than it's ever been for this event. That is very exciting and I'm hopeful we can continue to grow this area. We have a mix of national sponsors, some national partners and local shops plus some other vendors to round out the group this weekend. We have also tested the collaboration of marketing with groups like Bimmer Invasion, WindingRoad.com and some other groups like the local Cars and Coffee organization, etc. to gain additional exposure in an effort to recruit non-members. I haven't seen that this was super successful for recruitment which likely points to the fact that personal connection remains our best opportunity for recruiting, however, I do firmly believe this helped spread awareness and is a successful technique we will continue to participate in where possible.

**Legends of the Autobahn -** \*work in progress as talks remain with additional vendor/sponsors

034 Motorsport  
Akrapovic  
ALPINA  
Amica  
BILSTEIN  
BMW NA  
BMW CCA Foundation  
BMW Performance Driving School  
Collector Chassis  
DS Model Cars

Griot's Garage  
Hagerty  
La Jolla Independent  
Michelin  
MB Market  
Model Citizen  
XPEL

***O'fest*** - \*work in progress here too as conversations are taking place with additional sponsors who want to participate with us.

Amica  
BMW NA  
BMW CCA Foundation  
BMW Performance Driving School  
Griot's Garage  
Hagerty  
Michelin  
Lockton Motorsports  
XPEL

#### **Festorics Corral & Hospitality Presented by Michelin**

Michelin presenting sponsor  
La Jolla Independent  
BMW NA  
BMW Performance Center

I still would like for us to find some creative ways to participate more prominently at some newer events such as the Caffeine and Octane in Atlanta or Cars and Coffee in West Palm Beach. Bimmer Invasion and MPACT East or West are other examples of the type of events where a younger BMW audience is present, and we can meet them where they are at already, but we must encourage attending members to aggressively recruit folks attending the show. We can no longer afford to be passive in this area.

#### **New TBD Event in collab with Turn 14**

We are well underway with planning for a potential new event later this year in collaboration with Turn 14. The goal is to produce an event in the SoCal area that can open opportunities and possibilities for new eyeballs to experience the Car Club. We are identifying venues now and hoping to lock something in soon.

#### ***UPDATES ON PROGRAMS IN DEVELOPMENT***

Collector Chassis continues to be met with great enthusiasm from members. Each time we run a story in the *BimmerLife* newsletter we see increased traffic.

BMW NA is planning to send out a communication to potential return customers which includes a blurb about the Car Club along with a link to our website and join page.

Sponsor recruitment continues – obtaining additional lifestyle partners and sponsors with a 3–5-year plan for growth.

Digital marketing for membership renewals has been met with good initial results. We have incorporated text message into some of the messaging and also are turning more of the one-year membership into digital assets.

2023 Member recruitment campaign on the BimmerFest site. I would like to propose we pursue this opportunity for the second half of the year. This is a large audience and the right type of audience that we want to go after and recruit.

- drip marketing approach of a steady flow of articles throughout the year. (i.e., one article per quarter).

- 3,500+ article views, 150,000-300,000 social reach, 100,000-200,000 newsletter deliveries, and 250,000 impressions on Forum.
- Investment of approx. \$2,500 per article.

Co-branded BMW CCA credit card program – I remain in close contact with the Erskine Financial Services Team to approach banks for proposals for support of the program. With the financial climate and situation that banks are in right now there has been little interest to take on a program as small and boutique as ours. Plus, it isn't super lucrative seeing as so many of our members have good credit.

## ***UPDATES ON MEMBER BENEFITS AND PARTNERS***

I have added a number of new partners that are bringing membership discounts or benefits to all members. Here is a quick list of recent new additions:

ADDS (tech company with licensed BMW products)

Anew Transportation (car logistics and shipping)

Carbontastic (steering wheels)

Courtyard Greenville hotel

Chicane Racing (lifestyle and racing shoes)

Kuberth North America (tire cradles)

Renown USA (steering wheels)

FCP Euro (working on co-branding events)

Team One Automotive (automotive service shop)

\* I have more in the works so stay tuned. Some of these give us a royalty payment back to the Club based on sales but not all are structured that way.

## ***SOCIAL MEDIA ADVANCES***

This area is very positive. We are seeing increased traffic and strong engagements on our social media platforms. I continue to test some new ideas and we have seen early success with a Pilot Program offering sponsorship for a short burst/weekend worth of social media surrounding an event such as an IMSA race. Through this we had some nice wins with KW Suspension. Our Instagram reach recently is trending very positive and last I checked was up over 150%! This is some of the youthful audience we are going after. Our primary audience age demographic on these platforms is between 25 and 54 right now. Facebook remains steady and in a good place as we use this for event promotion and other cross promotion in *BimmerLife*, etc. I believe much of this is attributable to consistency in posting and improved content focus. Followers are trending up on both platforms as well.

## ***UPDATES AND NEXT STEPS***

As I close, I'd love to see us take social media to the next level.

I think there is a marketing opportunity to go after a younger audience through working with a company like Majority Strategies (presentation available for discussion) and a stronger plan for recruitment through social media.



Re: June 2023 Board Meeting

## **IT Update**

### **The last 6 months**

Over the last 6 months the IT Department has been given many new projects. The demand for our work and help has possibly never been higher. Since there are only 2 staff members in the IT Department it has become paramount that we devote our time to those projects and needs where we can bring the most benefit.

It is our hope, as we make our way through this time of high demand, that we continue to serve the Board and our members with the same success and excellence that they have come to expect from us.

### **BMW CCA Projects**

#### **Short Membership Form**

Staff and Volunteers have articulated for some time that it would be a benefit to shorten our membership form so that new members could sign up faster and easier. This past April the staff sat down to discuss what would be needed and what would be possible.

Our membership database provides us with a limited toolset to develop solutions on our own but depending on our database vendor to develop a solution would likely take the rest of the year and tens of thousands of dollars, so the choice was made to use the existing API our database vendor provides to create a shorten version of our membership form for new members to use. This would mean not being able to offer new members the ability to add associates when they sign up because this was a feature our vendor's API did not support.

This form will be used for the first time this coming weekend at the 21<sup>st</sup> annual E30 Picnic.

#### **6-Month Membership**

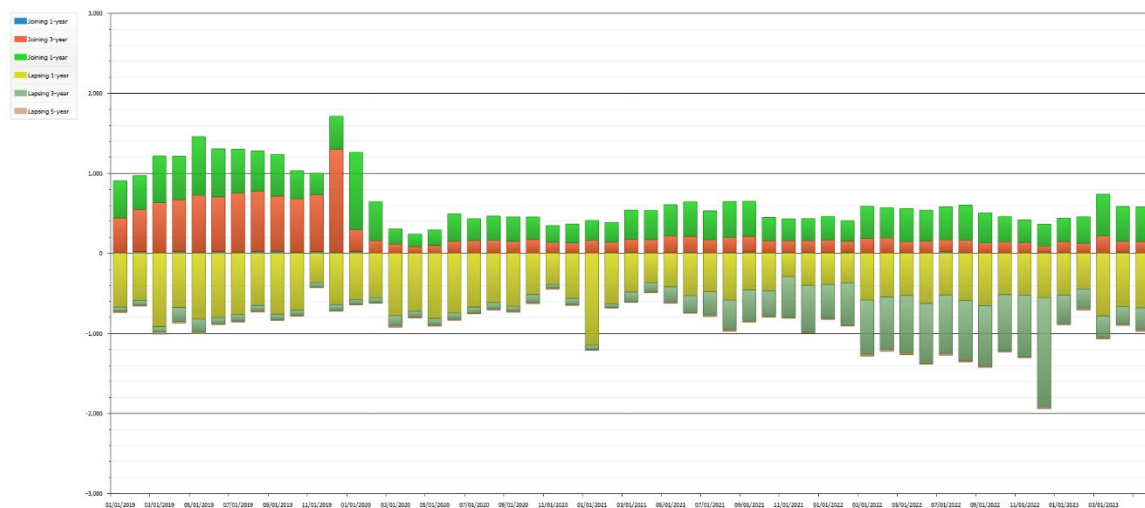
After the Board met in spring of this year, it was conveyed to the IT Department that they wanted to pursue offering new members a 6-month membership. Our database system is equipped to support a membership term of any length of months. However, added on to this was the request that this only be offered to new members, that these members be assigned to



the Home chapter and not their default geographical chapter, and that no member allocation be sent out for this membership order.

After some work, with the addition to the Join and Renewal processes of features developed in-house, we were able to make the necessary changes to offer this new membership option to new members. Just last week the changes were made in our production installation to allow staff members to process these new memberships.

The 6-month membership option is an attempt to drive membership growth. However, if the membership trend of shorter terms making up a larger percentage of our lapsing membership hold true then this new option may just increase the amount of lapses we see each month as well.



### Digital Membership Cards

One of the projects we have been pursuing since late last year was a plan to develop digital wallet items for our membership so that our membership cards could be added to members Android or Apple phones. This was an idea we had as a department that would improve services all-around for our members. There originally was no timeline on this project but the feedback we have received has pushed this project up. Our hope is to have this service ready to launch later this summer.

### New Main Website

Shortly after the last board meeting in November, Drupal released a significant change to their timeline for each version of Drupal they currently support. It was decided by their governing committee that Drupal 9 would be retired in late 2023 and replaced by Drupal 10, which was set to be released only a few weeks after their announcement. This meant that Drupal 9 would not be a feasible solution for our new website going into the future.

In that announcement Drupal also announced that Drupal 7 would not be retired at the end of 2023 as originally announced and that they would announce this summer when it would reach its end-of-life. This meant we could continue to use our current website and its many custom alterations for a longer time.

Earlier this month Drupal's governing committee decided that Drupal 7 would reach its end-of-life on January 5<sup>th</sup>, 2025. This means that we can continue to use our current version of Drupal without needing to upgrade until late 2024.

Due to these changes, we decided earlier this year to change our plan for upgrading and to begin development on a new Drupal 7 theme for the website as that would be the most impactful improvement for our members. The new theme is nearly done and my hope is that it will be ready for the board to view while they are here or shortly the week after.

## Foundation Projects

Amanda's continues to work with the Foundation, Ultimate Driving Museum, and Street Survival to provide updates to their website and support.

Over the past 6 months she has worked on the following projects for them:

- Setup for Giving Tuesday promotion
- M Plaza Brick product added to Garden e-commerce site
- Power of M exhibit closed - website updates
- Wundercar exhibit prep
- Added Wundercar exhibit to site, new exhibit page styling
- Meetings and discussions about Foundation membership changes
- TRSS emails template updates
- Wundercar exhibit closed - website updates
- Prepping The Ultimate Driving Museum site for Motorcycles exhibit
- Motorcycles exhibit online gallery launched
- Newsletter signup block designed, tested
- Separate archival digital galleries for TUDM

Respectfully submitted,

Edward Tamsberg  
Director of Information Technology  
BMW Car Club of America



Note: The following report contains confidential information intended for the use of BMW CCA board members in preparing for their meeting. It is not intended to be published or disseminated. A summary version for inclusion in the meeting minutes will be prepared if necessary.

**Satch Carlson, *Roundel* editor-in-chief**

## **June 2023 Pre-Board-Meeting Report**

### **Welcome aboard!**

I'd like to start by welcoming the newest members of the BMW CCA Board of directors, New board members, treasurer Scott Mallan and secretary Mark Hall. You have joined the Board at a critical time; revenues remain dire, and unlike other marque clubs, BMW AG does not seem even slightly concerned about the fate of the BMW Car Club of America.

In happier news, I am happy to inform you that your pictures finally made it into the July issue!

While I'm focused on that issue, let me thank Larry Engel for once again bailing me out with an Across the Board column for July. Perhaps we were all waiting for our new board members to take their seats so that they could use these columns to introduce themselves, but 2023 has seen a reluctance to commit to specific months for Board topics. I would like to see a confirmed schedule for the rest of the year before we produce the next issue; we should have time to create something agreeable for the October issue, which follows a pattern set earlier this year when the first issue of the year became the January-February issue.

At the February meeting in California, I mentioned the online presence of the February materials, but I was apparently misinformed; I do not have any knowledge of their present location. I was concerned—and remain so—because since 2020, when we dropped two *Roundel* issues to make way for *BimmerLife*, we had published a January issue of *Roundel*, then a February-March issue, followed by *BL* in March. We did the same thing with the July-August issue of *Roundel*, with *BL* running in September. Now, however, we have dropped two more issues of *Roundel*—or I should say *printed* issues, because somehow I came to believe that we would still be publishing ten issues of *Roundel*, but two of them would be online issues. That's why I suggested that those online issues should occur late in the year, so that we would have time to educate the readers—and time to figure out how to put the magazine online.

But we seem to have done the exact opposite: In 2023 we have the curious situation of publishing one issue of *Roundel* in January, calling it the January-February issue, with the next issue sent out in April, since March was *BimmerLife* again. And now apparently we are doing the same thing with August: If we call the July issue “July-August” and skip August, with *BimmerLife* appearing again in September, then the three-month gap between *Roundel* issues will be repeated.

### **History**

My first BMW CCA Board meeting as editor came 25 years ago, and the first issue with my name at the top of the masthead was the June 2018 issue. (If we're celebrating tenures, I believe that Len Rayburn's first issue was January 2013.) At the risk of boring veteran Board members, I will repeat, for the benefit of the New Kids, what I told the Board at that first meeting: *We are not a club. Forty thousand people do not fit in a clubhouse. We are a corporation in the business of publishing a magazine.* My goal and focus have always been the success of *Roundel*, and I think we've done a pretty good job for the last quarter of a century.

## The First Rule of Holes

It was not until the 2019 Chapter Congress in Dallas that I had my Active Versus Passive epiphany: A young chapter officer sat down at my table and happily informed me that he did not read *Roundel*. Yet here he was, a chapter officer representing who-knows-how-many members, but his focus was only on his own experience and activities with the club. Well, of course it was! He was an *active member*—and he had little concern about the passive members who *do* read *Roundel*. In fact, for the vast majority of our members, that is their one connection with the BMW CCA. How do we know this? Well, apparently we conducted a survey.

Now, I did not see that survey, nor have the results been shared with me except in passing, but apparently two trends emerged. The first, unsurprisingly, was that most members see *Roundel* as a most significant benefit of membership; the second was—and this was a surprise—even our younger members prefer to read it in print.

So: With *Roundel* popular with the members, *BimmerLife* was launched amid several assumptions. By pulling chapter information into a uniform professional format, the CCA eliminated the requirement for chapter newsletters, and recaptured at least some of the monthly capital flow meant to subsidize chapter publications. There was also the hope that this upscale publication would somehow attract new members, but I am unaware of the metrics that would measure its success in that area.

Then it was announced in late 2022 that *Roundel* would see only eight printed copies in 2023, but some of us had hope for an online edition.

Now we are halfway through 2023; we have already seen our first three-month gap between *Roundels* and are about to enter the second.

The First Rule of Holes: When you find yourself in one, stop digging.

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Back when corporate buzzwords filled the air, and we were compelled to come up with a *Roundel* mission statement, the staff agreed that our mission is to inform, entertain, and promote a sense of community for our members. That statement no longer appears on our masthead, but I think it's still a pretty good commitment.



June 2023

Report of the Creative Director

Since my report in November 2022, we've reformatted *BimmerLife* magazine into a single national edition, launched test projects with a vendor for development of mobile-friendly versions of *BMW Car Club Magazine* (*Roundel* and *BimmerLife*), worked to update designs of digital marketing and communications, continued the back-issue scanning project for *Roundel* issues, created new branding and marketing designs for upcoming events, developed new merchandise designs, refined aspects of *BimmerLife* Online and the eNewsletter, and worked to adapt the updated publication schedule.

### ***BimmerLife***

The first issue of *BMW Car Club Magazine: BimmerLife* in its new format was delivered to members, dealers, and independent shops in March 2023.

Prior dimensions were: 9.6875" x 11.75"

New dimensions (identical to *Roundel*) are: 8.125"x10.875"

The smaller page size, reduction of number of copies printed, and reduced logistical complexity resulted in print costs being roughly the same overall.

2022 Fall/Winter Issue: 60,235 copies / \$118,734.25

2023 Spring/Summer issue: 52,871 copies / \$115,336.32

Postage costs were similar, though Canadian and foreign postage continues to be quite high per piece, with US postage for 45k mailed copies costing about \$1,800, and Canadian postage for 700 copies being close to \$4,000. We managed to keep within the limits of the US Periodical Postage rates by reducing the physical page size, while increasing the page count to 208+4 cover. That kept us within the weight limit to keep similar US rates for postage.

### ***Dealer/Independent Shop Copies***

Due to the increased weight of individual copies, and based on some feedback received from dealerships, we reduced the number of copies sent to dealerships and independent shops to five per location. We send these copies to the approximately 370 dealerships, and 182 independent shops for which we have information.

## BimmerLife Online

We have been working to develop an updated format for the BimmerLife weekly eNewsletter.

After a review of eNewsletter best practices, similar newsletters, and competitors, the new design will feature a summary of contents at the beginning, post and author information, and a wider responsive format that should look better on newer devices. We are also using more visual cues to indicate content types to better distinguish between articles, ads, and in-house promotions.

The "table of contents" should allow readers to get a better sense of what articles are contained in the issue without the need for excessive scrolling. However, this also means that there may be less incentive to scroll and see vendor ads. As a result, we are looking at ways to utilize vendor ads on the article pages more.



As the eNewsletter is built into a template via automated software (written by Edward Tamsburg in-house), we're trying to insure that the format change will not impact deliverability or readability on the vast array of email clients and readers available.

We are utilizing a web service that allows us to see how the newsletter will appear on up to 40 different email clients/platforms/readers etc. and their respective rendering engines. We have used this service successfully in the past to test websites, emails, and other digital communication formats.

I must again praise the work of Mike Bevels as our BimmerLife Online editor. He has a true passion and professionalism that has resulted in continuing improvements in content and quality for our growing online efforts.

**Social Media:**

We are in final testing to implement an auto-posting solution for BimmerLife Online that will publish articles to our social media accounts. The software, Blog2Social, is a WordPress plug-in that allows the user to very specifically craft and schedule how and when any published or scheduled BimmerLife post will be published to social media.

Testing this is crucial for BimmerLife Online, as we get some content from BMW NA that is under embargo until a very specific time for release. We do not, for any reason, want to violate that embargo. We also, however, want to publish that news at the very instant the embargo is lifted, which will make us more competitive with other outlets.

The well-established and reviewed software lets us customize, target, and time publication with great detail.

**Roundel:**

We have worked to adjust the production schedule effectively with the eight planned issues for 2023.

While most aspects of the magazine have maintained their “routine,” some have needed additional adjustment due to their date-based nature. The events calendar pages have been expanded to cover multiple months when needed due to time between issues. Some classified ads are no longer eligible to be printed due to the timing of submission in relation to the publication schedule.

For further adjustments to publication printing schedule, the board may wish to review any relevant election-notice and information requirements in the by-laws. We will make any needed adjustments to the printing schedule to abide by those requirements.

**Roundel Digital Edition:**

We’ve long had a digital edition of *Roundel*. The “flip book” or facsimile version of the magazine has been online in one form or another for over 20 years. After Imirus folded, Edward Tamsberg and Amanda Perez managed to develop and reinstate two-decades of facsimile versions to our own in-house server. While we lost universal search (which was a proprietary database developed by Imirus), the issues are online and continue to be updated with every issue.

We are continuing to scan issues prior to 2002 (when the Imirus version started) using the CZUR document scanner. It’s a first generation scanner, so there have been some challenges. And while the scan results are readable, image and ad resolution remain poor. However, we are working to begin publishing these back issues as facsimile versions

**Mobile Friendly Editions:**



One major gap in our digital editions has been the creation of a mobile-friendly/responsive version of the magazine(s). With over half of our website visitors using their mobile devices, we needed a version that would adapt to smaller screen sizes.

Unlike the facsimile version which requires a lot of resizing and zooming to read any article, the mobile-friendly version will automatically reformat the content to be easily navigable and readable on phones or small mobile devices.

After researching methods and vendors, we launched a test project with Flowpaper to convert the June 2023 issue of *BMW Car Club Magazine: Roundel* into a mobile-friendly version. Initial tests look great. We did omit department sections that already have better digital equivalents (classifieds and calendar) and will likely reorganize content to better collect columns, departments and features into a more logical mobile-friendly structure, the reading experience is quite nice.

We chose Flowpaper over other vendors because they are the only one in this market that provide the client with the final files that they can host themselves. Other vendors either called their facsimile version “mobile compatible” and had no difference from our existing online editions, or their mobile-friendly/responsive version must be hosted on their proprietary servers, meaning we would be vulnerable to losing the archive if that company folded or became too expensive.

We are in the final testing of bringing the project code onto our own hosting. If successful, we will also consider ways to link the facsimile and mobile-friendly versions in ways that would make it easier for readers to choose which they prefer.

Currently, it will cost about \$1100 per issue of the Roundel edition to convert to mobile-friendly. However, this is almost the same per-issue /monthly cost we paid Imirus for the digital editions they created. As the conversion process is based on page-count, the cost to convert a full BimmerLife edition will likely be double that, though I need to work with Flowpaper to determine the best way to tackle the more complex chapter content.

### **Advertising Sales:**

Advertising sales for print continue to slowly decline. I believe Steve Kittrell provided a detailed report for the board to review. The essence of the report is a continued, though slowed, decline and efforts to find new types and approaches to increase ad sales. These include more consideration of “advertorial” content, but along the lines of how we’ve handled our partnership with Turn 14 for the unique raffle cars. The stories would focus on the car and its modifications, rather than being focused on the company and their services.

### **Events**

New logos and event designs have been developed for MiX, Legends, and Festorics, with new O’Fest designs still in the works.

MiX:



Festorics:



Legends:



O'Fest:



### Awards

We have received the Recognition Committee's report and award list for 2022 Friend of the Club, Outstanding BMW CCA Supporter (Dealership and Independent Shops), Outstanding Volunteer, and Outstanding Officer.

Due to the Committee's work, the number of awards recipients has nearly doubled from last year. We have gotten the awards designed and updated quotes from two vendors. Cowart Awards, which has made these awards for us for years, came back with a very

competitive bid, though their time-frame for turnaround is a bit longer due to the increased number of awards. However, their quality and customization have yet to be matched at the price by other vendors.

### **Raffle**

We have received initial photos of the grand prize car from Turn 14 and have already integrated those, as well as some edited stock-photos of the M3 Competition XDrive model for raffle promotions.

Due to the changes in our publication schedule, we will be printing and delivering only two onserts with magazine issues. As we don't have a publication being delivered to all members in August, we are developing a folded/tabbed postcard solution for an independent raffle mailing for that month.

We are also creating a set of email templates with varying design styles to bring a fresher look to our raffle email appeals. These are being tested to insure we don't have rendering issues in different email clients.

### **Merchandise**

We are working to develop additional compelling merchandise and merchandise sets for broad appeal and some for specific target audiences.

### **MINI**

We've finalized the official MINI Motoring Club logo with MINI corporate and it does pass my litmus test of having their logo integrated into it. Had they not agreed to that inclusion, my confidence in their determination would have wavered.



### **i Chapter**

We are preparing to develop materials and designs specific to the launch of the official BMW CCA i Chapter. I do recommend seeing if BMW NA will install a fast-charger at BMW CCA headquarters (assuming our electrical provider is capable of supporting such a device). That would put us "on the map" for every BMW i-vehicle and could be leveraged for membership by providing promotional charging sessions for new or renewing members.

Thank You!  
W. Len Rayburn  
BMW CCA Creative Director

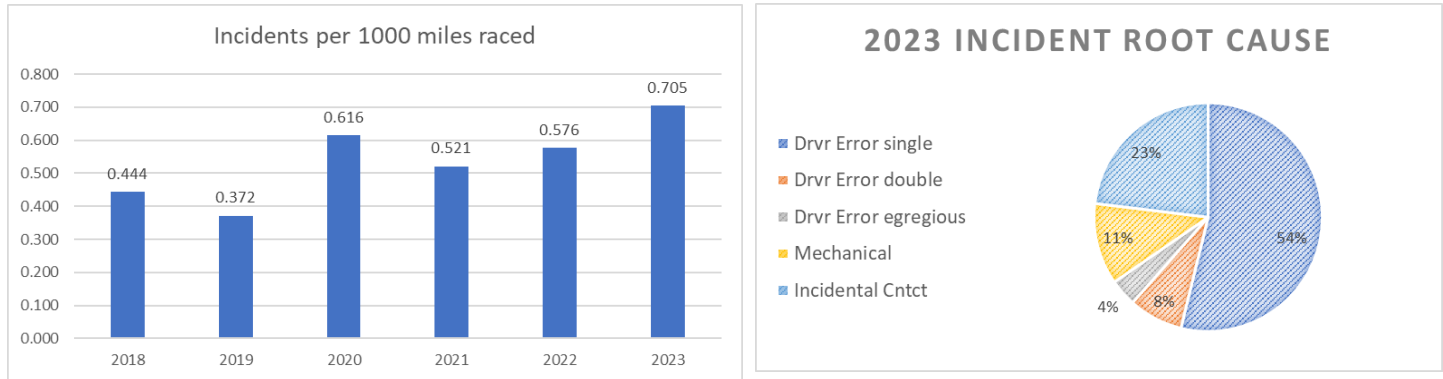
To: Board of Directors, BMW CCA; Executive Director, BMW CCA

From: Scott Reiman

Subject: Club Racing Pre-Meeting Report - BOD Meeting June 2023

### Incident rate thru June Roebbling Road

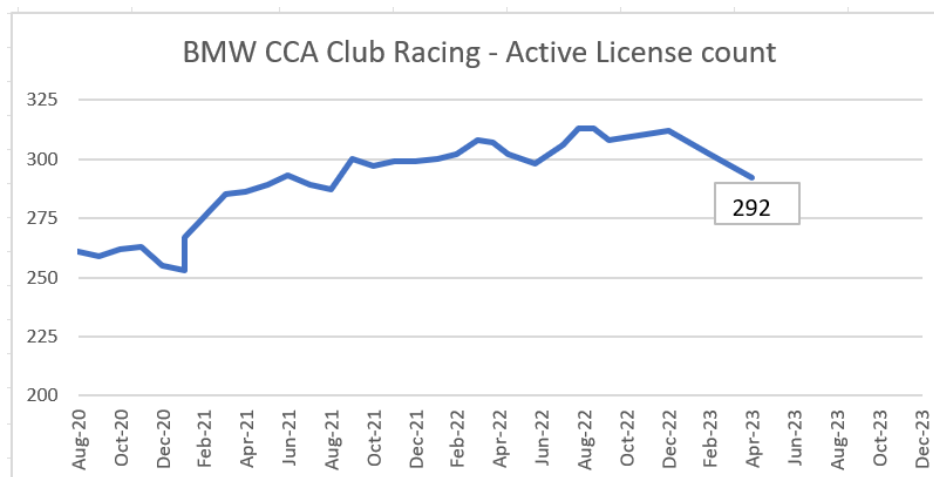
- The 2023 incident rate reflects results from the first four CR 2023 races (rain at VIR & no injures YTD).
- Stewards have been consistently investigating/reporting all contact incidents (this was initiated in 2021).



- >75% of ytd contact incidents continue to be either incidental (23%) where both cars remained on track and continued to race or were judged to have been caused by minor driver error (54% - inadequate situational awareness or car misplacement) caused the contact.
- A required virtual race school curriculum is being completed – this will be video based and required for rookie and provisional license holders as part of their qualification to receive a competition license.

### Performance to budget

- 2 race groups planned for Sept WGI race (safety benefit) – limited event surplus anticipated.
- Sponsorship fees were increased modestly for 2023 (average of \$500/sponsor).
- Alpine Stars has expressed interest in providing contingency (not cash) support for the series – event sponsorship for O'Fast in 2024 is a possibility.
- License revenue:
  - Pricing was increased (~6%) effective, Dec 1, 2022.
  - Active licenses – decline, in part due to non-renewals for Pacific and South Central regions.
  - Promotion to evolve to reach drivers outside the current CR database/social media sphere.
  - Strong average count per race YTD (registration \$ benefit accrues to chapters)



<b><u>AVERAGE Race Participation YTD</u></b>					
	<b>2023</b>	<b>2022</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>
<b>Totals</b>	<b>212</b>	<b>596</b>	<b>520</b>	<b>394</b>	<b>451</b>
<b>Races</b>	<b>4</b>	<b>14</b>	<b>15</b>	<b>11</b>	<b>15</b>
<b>Average</b>	<b>53.0</b>	<b>42.6</b>	<b>34.7</b>	<b>35.8</b>	<b>30.1</b>
<b>Miles raced YTD</b>	<b>36,877</b>				
<b>Miles raced - 2022</b>	<b>105,992</b>				
<b>Miles raced - 2021</b>	<b>107,579</b>				
<b>Miles raced - 2020</b>	<b>79,595</b>				
<b>Miles raced - 2019</b>	<b>77,988</b>				

#### Events / Event delivery

- North Atlantic – active and healthy
- South Atlantic – active and healthy
- South Central – no races – Lone Star DE schedule curtailed
- North Central – Buckeye Chapter hosting a Mid-Ohio club race in August 2023
- Pacific – discussions for 2023 events remain ongoing (no CR events were held in the Pacific region in 2022)
- 3<sup>rd</sup> party partners are strategically important to CR to ensure we can maintain a compelling race schedule. NCC, Trillium, DelVal and Buckeye all host a single race event/year with the attendant financial risk that a poorly attended race will cause subsequent year race cancellation.

BMW CCA  
Annual Meeting  
June 25, 2023

BMW CCA Headquarters  
Greer, SC



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**BMW Car Club**  
of America





**BMW CCA ANNUAL MEETING  
BMW CCA Headquarters, Greer, SC  
SUNDAY, JUNE 25, 2023**

**AGENDA**

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

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

**Minutes:** Approval of 2022 Annual Meeting Minutes

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

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

**President's Report** – Eddy Funahashi, BMW CCA President

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

**Installation of New Officers** – Eddy Funahashi

**Appointment of National Service Officers** – Eddy Funahashi

**Designation of location and time for 2024 Annual Meeting** - TBD

**Adjournment**





**BMW CCA ANNUAL Meeting**  
**BMW CCA Headquarters**  
**Greer, SC**  
**Sunday, April 10, 2022**

***Minutes***

**1. *Call to Order***

The meeting was called to order by President Eddy Funahashi at 3:45 PM 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 (Outgoing); Larry Engel, New Jersey Chapter, North Atlantic RVP Elect; Simone Harrison, South Atlantic RVP; Jeff Gomon, Central RVP; Jeff Cowan, Pacific RVP (Outgoing); and Steve Libby, Puget Sound Chapter, Pacific RVP Elect.

**National Office and Roundel:** Frank Patek, Executive Director; Heather Tollison, Director of Financial Operations; Jason Kazian, Director of Marketing; Edward Tamsberg, IT Director; Len Rayburn, Creative Director; and Steven Schlossman, Member Services.

**3. *Minutes***

The minutes of the 2021 Annual Meeting were approved during the Annual Board Meeting on April 10, 2022.

**Motion:** Jeff Caldwell made a motion to approve the 2021 Annual Meeting minutes. Jeff Cowan seconded the motion. Motion passes unanimously.

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

Brian Thomason presented the Report of Treasury and reported 2021 ended with \$404,821.51 expenses in excess of income and Member Equity of \$1,396,077.34.

Our 2021 funds available to be Set Aside for charitable, religious scientific, literary and educational purposes, in accordance with the IRS rules is \$2982.00.

**Motion:** Brian Thomason made a motion to designate \$2,982.00 of 2021 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: 54,899; Associates: 8,972 for a grand total membership of 63,871.

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

- President Eddy Funahashi reports
  - ◆ BMW CCA membership is declining
  - ◆ 2021 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**

### **Treasurer**

Brian Thomason – Uncontested vote

### **North Atlantic Regional Vice President**

Larry Engel - Uncontested vote

### **Pacific Regional Vice President**

Steve Libby - 163

Mark Hall - 155

Scott Cotrell – 127

Bob Neuman – 100

James Crivellone - 54

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

President Eddy Funahashi welcomed back Brian Thomason, as Treasurer, congratulated Steve Libby, Pacific RVP, and Larry Engel, North Atlantic RVP of the BMW CCA.

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

President Eddy Funahashi announced the appointment of the 2022 National Service Officers as follows:

#### **Technical Service Advisors**

Carl O. Nelson - Chair

Brett Hurless

Jennifer Morgan

Paul Muskopf

Oscar Velez

**Motion:** Brian Thomason moved to approve the appointment of the 2022 Technical Service Officers. Motion was seconded by Jeff Caldwell. Motion passes 9-0.

### **BMW CCA Ombudsmen**

John Gamel – Chair

Barry Kleckner

David Levin

**Motion:** Lou Ann Shirk moved to approve the appointment of the 2022 Ombudsmen Officers. Motion was seconded by Darlene Doran. Motion passes 9-0

***Driving Events Committee***

Steve Stepanian - Chair  
Bill O'Neill – North Atlantic  
Joe Marko – South Atlantic  
Bill Wade – ITS Coordinator

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

**Motion:** David Brighton moved to approve the appointment of the 2022 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 2022 Recognition Committee. Motion was seconded by Eddy Funahashi. Motion passes 9-0.

***Tech Committee***

Vacant- Chair  
Alex Casey

Athena Brekke  
Josh Butts

Stephen Harvey

**Motion:** Jeff Gomon moved to approve the appointment of the 2022 Tech Committee. Motion was seconded by Simone Harrison. Motion passes 9-0

***Ladies Committee***

Lisa Goehring – Chair & Non-Geographical Chapters  
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  
Lou Ann Shirk – Board Liaison

**Motion:** Darlene Doran moved to approve the appointment of the 2022 Ladies Committee. Motion was seconded by Lou Ann Shirk. Motion passes 9-0

***Club Race***

Scott Reinman

**Motion:** Brian Thomason moved to approve Scott Reinman as the 2022 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 , 2023 – Greer, SC

**11. Adjournment at 4:19 PM EST**

**Motion:** Eddy Funahashi moved to adjourn the Annual Meeting and Larry Engel seconded the motion. Motion passes unanimously.

## Ladies Committee Report

Trillium Chapter hosted it's 1<sup>st</sup> Annual Women in Motorsports Day at Canadian Tire Motorsport Park (CTMP) in August 2022 during Trillium's HPDE. The event was attended by 12 women and guest speakers included women students, instructors, current and past women volunteers and board members. The 2023 event will be hosted during Trillium's October HPDE at CTMP

National Capital Chapter ran a number of women-centric car events including a Ladies DIY program

### RMC

- The annual Women's AX was cancelled in 2023 due to a conflict of dates with the Pikes Peak Hill Climb and having enough volunteers to staff both events. Tamara Haynes, (NextGen driver) will be chairing the event in 2024 so we will be back on track for our annual event.
- BMW of Loveland just announced the appointment of Kim Callaway as their General Manager. First female in CO dealership history! She is a huge supporter of CCA.
- Lynda Love was appointed as one of the co-chairs for the 2023 Spring and Fall Tire Rack Street Survivals hosted by RMC and PCA



## **BMW CCA Ombudsman Report - April 2022 - May 2023**

### **Summary:**

During the reporting period we received 35 inquiries from members involving issues with BMW automobiles, BMW Centers, and insurance companies. There are three of us involved in this service to members: John Gamel, Barry Kleckner and David Levin. Historically, we've been handling these inquiries for a number of years. Upon receipt of an inquiry, each of us reads the submission made by a member through our inquiry form. With email communication, we exchange a collaboration of ideas about what we might be able to do for a member who has an issue. In practice, one of us will choose to take the lead on a particular inquiry, based on past experience, knowledge of a subject, or contacts within the industry. Over time, the breadth of knowledge which David Levin has of the systems of BMW and his contacts in the industry have led him to take on key parts of the work.

As a matter of practice, we advise members that none of us is an attorney, and won't provide advice regarding a legal matter. We also advise that if a member chooses to engage in litigation, we will withdraw from any further participation. We do this to avoid being called as witnesses in any proceeding. Also, we advise each member who inquires that we will not negotiate on a member's behalf.

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Resolution - member was looking for coverage of VANOS units and bolt even though the vehicle was not listed as being part of the recall. Explained to the member why Goodwill was denied. We were unable to take this one further.

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Resolution - I researched the issue of extended warranties for X5 diesels for this member who was facing \$10,000 in repair costs for a car which had a retail value of about \$10,000. He was beyond the warranty in time and mileage and he was unable to get assistance from BMW NA CR. He ultimately attempted to obtain "goodwill" service from his dealer. No report of final resolution.

2/13/2023 - Issue - 2023 i4 purchased with chipped paint on hood.

Resolution - This member purchased four new BMWs for cash: three 2023 i4s and one 2023 M3. He accepted delivery even though he knew one of the i4s had chipped paint on the hood. He was reluctant to have the paint chips repaired as it "would impair the future value of the car." After a lengthy email exchange regarding loss of bargaining power, he advised he accepted a \$750 cash payment from the BMW Center. He chose to live with the chipped paint.

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Resolution - This member purchased a 2023 530i without researching the vehicle specifications. He realized after a few weeks that he had no spare and no jack. As someone who has some experience with run-flat tires (RFT) on two BMWs, I related my positive experiences and included a photo of a very-damaged RFT which had been driven 200 miles after hitting a curb. I'm not sure this was of much comfort to him as he advised he was going to get a spare and jack for trips.

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For the three of us, thank you for giving us the opportunity to work with the members of the BMW CCA. It's truly a team effort and "collaboration" is always our watchword.

Respectfully Submitted from all of us: John Gamel, BMW CCA Lead Ombudsman



Recognition Program Committee

Annual Board Meeting Report

The Award Nominations for the year 2022 came in at 67. This is the most nominations submitted in a year since the inception of the Award Program.

The RPC will be starting the promotion/reminders to the BMW CCA membership for 2023 in September.

Leslie Moyer

Chair, Recognition Program Committee



BMW CCA  
Annual Meeting  
June 25, 2023

BMW CCA Headquarters  
Greer, SC



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**BMW Car Club**  
of America





**BMW CCA ANNUAL MEETING  
BMW CCA Headquarters, Greer, SC  
SUNDAY, JUNE 25, 2023**

**AGENDA**

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

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

**Minutes:** Approval of 2022 Annual Meeting Minutes

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

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

**President's Report** – Eddy Funahashi, BMW CCA President

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

**Installation of New Officers** – Eddy Funahashi

**Appointment of National Service Officers** – Eddy Funahashi

**Designation of location and time for 2024 Annual Meeting** - TBD

**Adjournment**





**BMW CCA ANNUAL Meeting  
BMW CCA Headquarters  
Greer, SC  
Sunday, April 10, 2022**

***Minutes***

**1. *Call to Order***

The meeting was called to order by President Eddy Funahashi at 3:45 PM 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 (Outgoing); Larry Engel, New Jersey Chapter, North Atlantic RVP Elect; Simone Harrison, South Atlantic RVP; Jeff Gomon, Central RVP; Jeff Cowan, Pacific RVP (Outgoing); and Steve Libby, Puget Sound Chapter, Pacific RVP Elect.

**National Office and Roundel:** Frank Patek, Executive Director; Heather Tollison, Director of Financial Operations; Jason Kazian, Director of Marketing; Edward Tamsberg, IT Director; Len Rayburn, Creative Director; and Steven Schlossman, Member Services.

**3. *Minutes***

The minutes of the 2021 Annual Meeting were approved during the Annual Board Meeting on April 10, 2022.

**Motion:** Jeff Caldwell made a motion to approve the 2021 Annual Meeting minutes. Jeff Cowan seconded the motion. Motion passes unanimously.

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

Brian Thomason presented the Report of Treasury and reported 2021 ended with \$404,821.51 expenses in excess of income and Member Equity of \$1,396,077.34.

Our 2021 funds available to be Set Aside for charitable, religious scientific, literary and educational purposes, in accordance with the IRS rules is \$2982.00.

**Motion:** Brian Thomason made a motion to designate \$2,982.00 of 2021 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: 54,899; Associates: 8,972 for a grand total membership of 63,871.

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

- President Eddy Funahashi reports
  - ◆ BMW CCA membership is declining
  - ◆ 2021 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**

### **Treasurer**

Brian Thomason – Uncontested vote

### **North Atlantic Regional Vice President**

Larry Engel - Uncontested vote

### **Pacific Regional Vice President**

Steve Libby - 163

Mark Hall - 155

Scott Cotrell – 127

Bob Neuman – 100

James Crivellone - 54

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

President Eddy Funahashi welcomed back Brian Thomason, as Treasurer, congratulated Steve Libby, Pacific RVP, and Larry Engel, North Atlantic RVP of the BMW CCA.

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

President Eddy Funahashi announced the appointment of the 2022 National Service Officers as follows:

#### **Technical Service Advisors**

Carl O. Nelson - Chair

Brett Hurless

Jennifer Morgan

Paul Muskopf

Oscar Velez

**Motion:** Brian Thomason moved to approve the appointment of the 2022 Technical Service Officers. Motion was seconded by Jeff Caldwell. Motion passes 9-0.

#### **BMW CCA Ombudsmen**

John Gamel – Chair

Barry Kleckner

David Levin

**Motion:** Lou Ann Shirk moved to approve the appointment of the 2022 Ombudsmen Officers. Motion was seconded by Darlene Doran. Motion passes 9-0

***Driving Events Committee***

Steve Stepanian - Chair  
Bill O'Neill – North Atlantic  
Joe Marko – South Atlantic  
Bill Wade – ITS Coordinator

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

**Motion:** David Brighton moved to approve the appointment of the 2022 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 2022 Recognition Committee. Motion was seconded by Eddy Funahashi. Motion passes 9-0.

***Tech Committee***

Vacant- Chair  
Alex Casey

Athena Brekke  
Josh Butts

Stephen Harvey

**Motion:** Jeff Gomon moved to approve the appointment of the 2022 Tech Committee. Motion was seconded by Simone Harrison. Motion passes 9-0

***Ladies Committee***

Lisa Goehring – Chair & Non-Geographical Chapters  
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  
Lou Ann Shirk – Board Liaison

**Motion:** Darlene Doran moved to approve the appointment of the 2022 Ladies Committee. Motion was seconded by Lou Ann Shirk. Motion passes 9-0

***Club Race***

Scott Reinman

**Motion:** Brian Thomason moved to approve Scott Reinman as the 2022 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 , 2023 – Greer, SC

**11. Adjournment at 4:19 PM EST**

**Motion:** Eddy Funahashi moved to adjourn the Annual Meeting and Larry Engel seconded the motion. Motion passes unanimously.

## Ladies Committee Report

Trillium Chapter hosted it's 1<sup>st</sup> Annual Women in Motorsports Day at Canadian Tire Motorsport Park (CTMP) in August 2022 during Trillium's HPDE. The event was attended by 12 women and guest speakers included women students, instructors, current and past women volunteers and board members. The 2023 event will be hosted during Trillium's October HPDE at CTMP

National Capital Chapter ran a number of women-centric car events including a Ladies DIY program

### RMC

- The annual Women's AX was cancelled in 2023 due to a conflict of dates with the Pikes Peak Hill Climb and having enough volunteers to staff both events. Tamara Haynes, (NextGen driver) will be chairing the event in 2024 so we will be back on track for our annual event.
- BMW of Loveland just announced the appointment of Kim Callaway as their General Manager. First female in CO dealership history! She is a huge supporter of CCA.
- Lynda Love was appointed as one of the co-chairs for the 2023 Spring and Fall Tire Rack Street Survivals hosted by RMC and PCA



## **BMW CCA Ombudsman Report - April 2022 - May 2023**

### **Summary:**

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