



## Jaguar Clubs of North America

### JCNA AGM BOD Meeting Minutes Friday, March 20, 2020 8:00 AM to 3:00 PM

#### Participants:

Ron Gaertner	SE RD
Craig Kerins	SE RD
Ron Wallis	SC RD
Dave McDowell	SC RD, Elected Member to Exec BOD
Mark Mayuga	SW RD
Les Hamilton	SW RD, President
Carole Borgens	NW RD
Kurt Jacobson	NW RD
John Boswell	NC RD
Mike Meyer	NC RD, VP
Bill Beible	NE RD
Dean Cusano	NE RD
Rob Thuss	General Counsel
Bill Sihler	Treasurer
Fred Hammond	JLR Rep - Absent
Jack Humphrey	Past Pres
Bob Matejek	Secretary (non-voting)
George Camp	Administrator (non-voting)
Gary Vaughan	Business Mgr. (optional) (non-voting)
Peter Crespin	JJ Editor (non-voting)
Phil Mannino	2020 IJF, Jag Club SW Florida (non-voting)
Steve & Deanie Kennedy	2020 AGM Hosts (non-voting)
Hal, Jim, Steve	Concours Crew (non-voting)

23 invited

Written minutes are exceptions to the almost 200 pages of documentation put together for the AGM.

1. Minutes from 12/16/19 BOD Meeting - Approved Bob
2. AGM Update.  
We had to postpone the AGM due to the COVID-19 and will reschedule in Columbia SC for the Weekend of August 20, when there are no JCNA conflicts. George and Rob will be hosting the weekend event.
3. AGM & IJF Hosts
  - a. 2020 AGM in Las Vegas, hosted by RMJC Steve & Deanie Kennedy

We lost about \$3000 from our contract with Harrah's. They originally wanted \$23,000. All the supplier gift items will be moved onto the SC AGM.

- b. 2020 IJF in Fort Meyers, hosted by SW Florida Phil Mannino  
This event was approved as a JCNA sanctioned event. A very nice scenic tour and Rally has already been set up. Slalom will be held at a restaurant parking lot that has been up for sale for 3 years if it doesn't sell by then.
  - d. 2021 AGM Proposal hosted by JAG SF/Bay Area Les Hamilton  
This event was approved as a JCNA sanctioned event.
  - e. 2021 IJF -Dallas with Exotic Car Show Dave McDowell  
They are working with the local JLR Dealer and city of Frisco. This will not be tied to the exotic car show as previously stated during the logistical issues. To be held in October 2021.
  - f. 2022 AGM on Long Island, hosted by JDCLI Bill Beible  
This event was approved as a JCNA sanctioned event.
  - g. 2022 IJF in Palm Springs, CA, hosted by JOCLA Mark Mayuga  
This event was approved as a JCNA sanctioned event.
4. Review AGM Package
  5. Financial
    - a. JCNA/JLR Club Sponsorship George  
The \$750 request from JCSWF for a Concours that will never be held was dropped from consideration. All the RD's should validate the Club requested amounts and report back within one week. The \$2500 JCSWF for the IJF will be removed from the list of club requests and left in as a JCNA obligation.
    - b. JCNA Financial Status, Outlook, Dues Increase Bill Sihler/Les
    - c. Set up a budget for 2020 Bill Sihler
    - d. Jag Journal Cost and Income Rob, Pete, Diane, etc.  
Les will lead a small group to address the JJ costs and options.
    - e. CF request for increased fees George
    - f. Financial Status/Actions Bill & Les
  6. AGM timing Hal, Jim, Steve, BOD
  7. Sanctioned Event Rollup Jack
  8. JCNA Website and Membership Software and Functionality Jack
  9. Competition Insurance Coverage Gary & Rob
  10. Membership initiatives
  11. JCNA Strategic Planning Jack, Les

- 12. American Open Road Media Sponsorship Les
  - a. Sponsorship – Not interested at this time
  - b. Prospectus – They want some interesting stories from us to add to their published articles with or without our sponsorship. They also want to use the JCNA logo. We can grant that after investigating a lot of background into AOR. Les and Rob to follow up.
  - c. Letter from Pat
  
- 13. Adjourn

**Saturday, March 21, 2020, JCNA AGM Meeting Agenda and BOD Minutes**

A-0	<b>Agenda</b>		yes
A-1	Introduction	Les Hamilton	verbal
A-2	Introduction of the Board of Directors	Board of Directors	yes
A-3	Delegate Roll Call	Bob Matejek	yes
A-4	Administrative Instructions	Bob, & Steve Kennedy	yes
A-5	Approval of the 2019 AGM Minutes	Bob Matejek	yes
A-6	Old Business	None	---
A-7	New Business	Included in Committee Reports	---

**Committee Reports:**

			<u>Report?</u>
CR-1	President’s Perspective	Les Hamilton	yes
CR-2	JCNA Liaison Report	Barbara Grayson	yes
CR-3	JLR Liaison Report	Fred Hammond	yes
CR-4	JCNA Treasurers Report	Bill Sihler	yes

The Operations are running well and profitable. The JJ is our biggest cost issue. From an accounting basis, the JJ, award plates and the website upgrade would be costing us about \$50,000 this year if expensed the year of the purchase rather than the usable life. Peter received his Jan payment in Dec, so the JJ forecast is slightly off. The JJ will be a big drain for the next several years. We were at a risk of another \$25,000 cost from the cancelled AGM but that has been dropped. We will have additional costs for the website, and insurance in 2020.

JJ Admin issues: Most older members want a paper copy of the JJ. We must protect our greatest asset and not let it our without controls. Having a 2 tire dues for printed vs electronic JJ would cause a lot of administrative issues. The website will have to provide security and a members-only section.

Peter will get costs from Grafcom for reducing paper quality, B&W and fewer pages. Peter, Rob, Les and George will get together and discuss these issues.

CR-5 JCNA Financial Status and Possible Dues Increase Les and Bill yes

CR-6 Coventry Foundation Liaison Report Gary Vaughan/George Camp yes

There is confusion in some Clubs on the relationship between JCNA and the Coventry Foundation. That relationship has become muddled with the administrators moving from JCNA to the CF. George, John, Rob and Les will try to clarify the relationships, functions and purposes and make it available to the Clubs.

CR-7 Business Committee Report Gary Vaughan yes

CR-8a Proposal was dropped from consideration ---

CR-8b Proposal to move the AGM to Early March Les Hamilton yes

All BOD Members feel this proposal should go forward to the AGM.

Bill will write a Proposal to drop the 2/3 vote for immediate Concours rule implementation.

CR-8c Proposal to not sanction events during the AGM and IJF Craig Kerins yes

This will go forward to the AGM.

CR-8d Proposal to keep AGM and IJF from Holidays Steve Kennedy yes

The BOD suggests that this be removed before the AGM. Les to talk with Steve.

CR-8e Proposal to Raise Dues Les Hamilton / Bill Sihler yes

This will go forward to the AGM. We have more data and will be better prepared.

CR-8f Use PDF Concours Score Sheets Philip Lodge yes

Jim Sambold and Phil Lodge need to discuss this.

CR-8g Interactive Membership Spreadsheets Philip Lodge yes

There is already an interactive sheet on the web.

The membership portion of the new website might help resolve this.

George and Phil have not talked directly on this issue.

The “J” on the membership cards will be dropped since they are somewhat meaningless.

The online roster is the only thing that is valid now.

CR-9 Election Committee Report Gerry Ellison yes

CR-10 Membership Outreach Efforts / PTS, pg. 1 Nedra Rummell yes

CR-10a Membership Outreach Efforts / PTS, pgs. 2,3,4 Nedra Rummell yes

The poor turnover from prospects to members is primarily due to the Clubs not following through with and enticing the prospects to join and participate. That is a club issue, not JCNA.

CR-11 Membership Committee Report Mark Mayuga yes

Many people are not “Clubbies”, and not gear-heads. The Clubs need to in front of the club members and possible recruits as much as possible. The lockdown is going to provide a real challenge for the memberships.

CR-12 <u>IJF Committee</u>	Mark Mayuga	yes
CR-12a <u>IJF Committee Overview</u>	Mark Mayuga	yes
CR-13 <u>Legal Counsel Report</u>	Rob Thuss	yes
CR-14 <u>Administrator's Report</u>	George Camp	yes
CR-15 <u>JCNA Archives Report</u>	George Camp	yes
CR-16 <u>Publications</u>	George Camp	yes

We should restrict the Judging guides to members only and charge non-members for the guides.

Les, George and Jack will discuss this issue and try to not give away our goods.

CR-17 <u>Tool Loan</u>	George Camp	yes
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We are accumulating a fair amount of bank charges from the Tool Loan deposits. Les, George and Bill S. to discuss this issue and trying to resolve the loss. There is now a West Coast Tool distribution center, to reduce the tool shipping cost and timing.

CR-18 <u>Technical Help Line</u>	George Camp	yes
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JLR had been referring many of their customers to the JCNA hotline and closing out their issue without resolving the customer issue. JLR has been cut off from using the hotline unless the customers are JCNA members.

CR-19 <u>Concours Committee Report</u>	Jim Sambold	yes
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Jim would support a shorter than 4-month Concours application this year with the virus concerns

CR-20 <u>JCRC Concours Rules Committee Report</u>	Hal Kritzman	yes
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Hal would like the 2/3 vote for immediate implementation left in so that they can introduce Electric vehicle judging criteria prior to the 2021 season.

The slide show for their weekend seminar shows the issues that the Concours program has had the past few years. Mostly the clubs and CJ were not completing their jobs.

CR-21 <u>Concours Rule Book</u>	Hal & Steve Kennedy	yes
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CR-22 <u>Protest Committee Report</u>	Knick Curtis	yes
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CR-23 <u>Rally Committee Report</u>	Bill Beible	yes
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CR-24 <u>Slalom Committee</u>	John Larson	yes
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CR-25 <u>Competition Insurance Coverage</u>	Gary Vaughan	yes
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We have three separate insurance policies: General Liability, D&O, Multi-Media. The Liability insurance excluded vehicle competition events and wouldn't waive that exclusion. Gary is looking at three other policies that fully cover car clubs. He would like to swap ASAP. The cost will increase. At every JCNA sanctioned event the club should take a cell phone photo of the proof of insurance, vehicle registration and driver's license. They can be deleted a week later if there are no issues. Rob is looking at the Liability Release Forms from several other clubs.

CR-26 <u>Special Awards Committee Report</u>	Bob Matejek	yes
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CR-27 <u>Trophy Report</u>	Dave McDowell	yes
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We only sold half as many trophies in 2019 as 2018. Hopefully, we won't need to order any more for 2020. Dave is looking at a couple of alternate sources for the plates which would save us some money.

CR-28 Awards Mgmt. and Competition Awards Dave McDowell yes

CR-29 Jaguar North American Archives Fred Hammond yes

The Heritage Certificates will be issued from England and will no longer be offered at a JCNA discount rate. Les will follow up with JLR to see about restoring that JCNA discount.

CR-30 JCNA Website Status and Update Jack Humphrey yes

CR-31 Jaguar Journal Peter Crespin yes

JCNA membership cards will be mailed out as part of the JJ flysheet to save on printing and mailing \$.

CR-32 Jaguar Journal Committee Report Rob Thuss yes

CR-33 Publicity & Social Media Kristina Newton/Les Hamilton yes

CR-34 JJ and Web Site Advertising Diane Dufour yes

CR-35 JCNA Strategic Planning Worksheet Jack & Les yes

CR-36 2019 Event Roll-up Jack Humphrey yes

CR-37a 2020 IJF Complete Presentation Phil Mannino – Jag SW FL yes

This event was approved as a JCNA sanctioned event.

CR-37b 2020 IJF Schedule Phil Mannino – Jag SW FL yes

CR-37c 2020 IJF Registration Form Phil Mannino – Jag SW FL yes

CR-38 2021 AGM Proposal hosted by JAG SF/Bay Area Les Hamilton yes

This event was approved as a JCNA sanctioned event.

CR-39 2021 IJF -Dallas with Exotic Car Show Dave McDowell yes

CR-40 2022 AGM on Long Island, hosted by JDCLI (3/17-20) Mike Carroll & Bill Beible yes

The event is well organized and planned. This event was approved as a JCNA sanctioned event.

CR-41 2022 IJF Proposal in Los Angeles no

This event was approved as a JCNA sanctioned event.

CR-42 Security Alerts Les Hamilton yes

Misc. Open discussion from the floor. All the delegates and guests none

The upcoming JCNA BOD Meetings are Monday evening, June 15, Aug 21 at the AGM, ~~Sept 21~~, Dec 14, 2020 Please let me know of conflicts so they can be shifted. (7:00 PM ET, 4:00 PM PT)

Bob Matejek, JCNA Secretary