

BMW CCA
Board of Directors Meeting
March 24, 2017
Westin Hotel & Resort D/FW
Irving TX

BMW Car Club
of America



BMW Car Club of America
Board Meeting
DFW, Westin
March 24, 2017

Agenda

Friday, March 24th

07:00am Breakfast Hotel Restaurant

09:00am Call to Order

Introduction: Members, Guests.

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

09:05am Reports

- President
- Executive Vice-President
- Secretary
- Treasurer
- South Atlantic Regional Vice President
- North Atlantic Regional Vice President
- Pacific Regional Vice President
- South Central Regional Vice President
- North Central Regional Vice President
- Executive Director
- Roundel
- Driving Events Committee
- Club Racing

10:00am Reports & Presentations Continue Until Completed
Discussion of Listed Topics

10:45am Break

11:00am Resume Discussion of Listed Topics
New Business

Noon Working Lunch

5:00pm Adjourn

Friday March 24th

6:00pm Annual Meeting

BMW Car Club of America
Board Meeting
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Discussion Topics

1. Review Action Items

2. National Events

Oktoberfest

- 2017
- 2018
- 2019
- 2020

3. National/Regional Events

- The Vintage, May 2017
- Pittsburgh Vintage Grand Prix, July 2017
- Bimmerfest East and West 2017
- Autolieben 2017
- Monterey Weekend August 2017
 - Legends of the Autobahn August 18th
 - Vintage Races August 19-20
- Flat Out Classic June 9-11, 2017

New Requests

4. National Programs and Services

IT Update

Club Racing

Driving Events

- Autocross Proposal

Charity Matching Funds

Raffle

SIG's

Roundel

Concours Committee

- Model Concours Rules Proposal

Member Committees

Recognition Program Committee

Tech Committee

Election Status

National Office

Planning for future location

BMW Car Club of America
Board Meeting
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5. Policy and Administration

Ombudsman update
Tech Rep's update
Benefits Update
 Nationwide Proposal
BMW Clubs International
Operations Manual
 Chapter Newsletters and Communications
 Rewrite and Update
Leadership Committee
Recognition Committee
Relocation Committee
Strategic Plan

6. Foundation

7. *Financial*

Membership fee structure

8. Chapter Issues

RVP Conference call schedule for 2017
RVP Chapter Visitation schedule for 2017
Chapter probation report
Dealer engagement program.

9. Membership

Membership Drive
Marketing

10. BMW of North America

11. New Business:

12. Future Meetings

March 20th for the 2nd Quarter Board Meeting
Future Meetings?
Conference Calls (proposed dates)



BMW Car Club of America, Inc.
Steve Johnson
President
33 Hune One Ln #6-203
Kihei, HI. 96753
Telephone(858) 705-0303
Email: president@bmwcca.org

March 6, 2017

To: BMW CCA Board of Directors
BMW CCA Executive Director

Subject: President's Pre-meeting Report

Planned Travel:

DEC Conference, New Orleans LA

Board Meeting, Dallas TX 3/23/17

Past Travel:

Board meeting Phoenix AZ. \$722.00

LA Holiday Party / Spartanburg Retreat \$1,177.20

Discussion:

Implementation of the strategic plan

New campus discussion and vote

Elections committee

Allegheny member issue

Respectfully Submitted,

Steve Johnson
President, BMW CCA

03-01-2017

Pre meeting report
October 2016 through current

To: All board members, Executive Director BMW CCA
From: Eddy Funahashi

Subject: EVP pre-meeting report



Travel:

October 29-30>Buttonwillow Ca.>Co-Chief Instructor for a multiple chapter HPDE
November 4th-7th>Phoenix, Az. Board meeting
November 11th-13th>Monterey, Ca. Legends recap and forward vision to 2017
January 7th> Central Ca Chapter Awards Banquet
January 28th – 30th> Los Angeles Chapter holiday banquet
February 2nd – 5th> Greenville, SC.
February 24th – 26th> Co-Chief Instructor for a multiple chapter HPDE, CR School, BMW CCA Club Race
March 9th – 12th>New Orleans, DEC meeting and site plan review for Ofest 17

Travel Recap:

-October 29-30th >Buttonwillow CA. >Co-Chief for multiple chapter HPDE
This may have been covered in my pre-meeting report for Phoenix. No incidents. This event was conducted in a traditional HPDE format. The school was a combined effort of our San Diego and Central California Chapters. Schools are becoming very difficult to plan and facilitate as well as the economic commitment. The SD Treasure had planned for a loss and was fine with a PL that was in the red.
Aside from the economics, the event was successful so another combined school/CR/Club racing school was conducted with the same administrators in February. The events scheduling was very ambitious but worked well with both Co-Chiefs, Co-DEC's.

-November 4th – 7th >Phoenix Az. Board meeting; Nothing further to report outside of what was reflected in the minutes

-November 11th – 13th Monterey recap and forward vision to 2017
We all breathed a sigh of relief that 2016 was now behind us. We also met with the Legends partners - Mercedes Benz and Audi as we all look forward to 2017. Everyone agreed that that 2016 was a year that we all should be proud of. We also met with some of the Laguna track management. It was a good meeting as we all look forward to Festorics 2017.

-January 7th CCC Banquet>Attended by National Secretary, Darlene Doran. This event was held at the Brian Blaine estate and auto collection.

-January 28th – LA banquet attended by President Steve and myself. LA secured the private club known as the “Magic Castle”. The membership of this club consists of pre-approved magicians and their guests.

-February 2nd – 5th >Board retreat>Greenville. Among topics we revisited past retreat topics and how they may be related to the current state of some of our chapters.

-February 24th- 26th. The event was successful. The ambitious schedule included: HPDE, Club Race, Club Racing School. I will be happy to explain all that took place and how in my opinion, will improve the state of Club Racing in CA and perhaps TX.

-March 9th – 12th DEC meeting and site review New Orleans. NOLA Raceways is a very nice facility capable of multiple use track events. It consists of a road course, cart track, open paddock area for auto-x and indoor facilities for everything from classroom to banquet events. The facility is fairly new and all major buildings are air conditioned. Steve, Frank, Tim and myself attended as observers to the DEC meeting which was led by Jack Joyner.

Future Travel:

March 23rd – 26th> Board meeting/Conference/Presidents and Treasurers >Dallas, Tx.

May 18th – 21st >Board meeting >New Orleans/Site review Ofest 2017

June 3rd – 4th >Bimmerfest >Fontana/California Speedways

June 23 -2 > site viewing for potential, future Ofest> French Lick, Indiana

TBD- Legends/Festorics site planning meeting with Mercedes, Audi > Monterey CA.

TBD- site viewing for potential, future Ofest > LV, NV

Respectfully,

Eddy Funahashi



March 11, 2017

To: BMW CCA Board of Directors
BMW CCA Executive Director

Subject: Treasurer's Pre-Meeting Report

Travel: First Quarter Board meeting/retreat, Spartanburg, SC

Airfare: \$407.70

Other travel expenses: \$106.75

Total: \$514.45

Planned Travel: Chapter Congress, Dallas, TX March 23-26. CCA Board Meeting, New Orleans, May 19-21

Other Activity: None

BMW Car Club of America
Brian Thomason
Treasurer
866 Linden Cir
Thousand Oaks, CA 91360-5319
Telephone: 805 267-9135
Email: treasurer@bmwcca.org

Income Statement **For the year ended December 31, 2016**

		<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
	Ordinary Income/Expense			
	Total Income	6,120,305	5,698,700	421,605
	Total Cost of Goods Sold	(1,381,629)	(1,333,771)	(47,858)
	Gross Profit	4,738,676	4,364,929	373,747
	Total Expense	(4,373,410)	(4,396,757)	23,347
	Net Ordinary Income	365,266	(31,828)	397,094
	Net Other Income	3,529	32,500	(28,971)
Net Income		368,795	672	368,123

Balance Sheet **At December 31, 2016**

Assets		
	Total Current Assets	2,110,289
	Total Fixed Assets (net)	253,876
	Total Other Assets	2,872,679
Total Assets		<u>5,236,844</u>
Liabilities and Equity		
	Total Liabilities	3,398,468
	Total Equity	1,838,376
Total Liabilities and Equity		<u>5,236,844</u>

Detail support by individual account is provided in the enclosed spreadsheet.

Respectfully submitted,
Brian Thomason

BMW Car Club of America, Inc.
Profit & Loss Budget vs. Actual
January through December 2016

Ordinary Income/Expense	Jan - Dec 16	Budget	\$ Over Budget	% of Budget
Income				
4000 - Revenues				
Total 4005 - Membership Dues	2,973,280.69	2,960,200.00	13,080.69	100.44%
4010.07 - First Class & Air Mail Revenue	4,804.98	5,000.00	-195.02	96.1%
4015.07 - Classified Advertising Revenue	15,110.00	12,000.00	3,110.00	125.92%
4020.07 - Commercial Advertising Revenue	810,773.54	807,500.00	3,273.54	100.41%
4021.07 - Digital Roundel Advertising Rev	58,770.50	61,000.00	-2,229.50	96.35%
4022.07 - Web-site Advert. Revenue	27,150.00	15,000.00	12,150.00	181.0%
4025.07 - Reprints Revenue	2,718.00	3,000.00	-282.00	90.6%
Total 4030.01 - Merchandise Sales	197,155.78	135,000.00	62,155.78	146.04%
Total 4035 - Royalty Income	8,486.47	8,500.00	-13.53	99.84%
4040.08 - Net Raffle Income	631,075.75	710,000.00	-78,924.25	88.88%
Total 4045.01 - Registrations	745,193.27	431,000.00	314,193.27	172.9%
Total 4050.01 - Sponsorship	424,196.00	349,500.00	74,696.00	121.37%
4055.01 - List Rentals	21,100.00	14,000.00	7,100.00	150.71%
Total 4076.01 - Other Event Revenues	8,400.00	6,000.00	2,400.00	140.0%
Total 4078.01 - Advertising Revenue	650.00	1,000.00	-350.00	65.0%
Total 4090.01 - Other Revenues	190,750.48	180,000.00	10,750.48	105.97%
Total 4095 - SC Sales Tax Income	7.40			
4099.01 - Default Income	682.60			
Total 4000 - Revenues	6,120,305.46	5,698,700.00	421,605.46	107.4%
Total Income	6,120,305.46	5,698,700.00	421,605.46	107.4%
Cost of Goods Sold				
5000.01 - Direct Costs				
5005.00 - Chapter Dues Rebates	939,753.59	939,840.00	-86.41	99.99%
Total 5010.01 - Cost of Merchandise Sold	130,709.04	66,000.00	64,709.04	198.04%
5016.07 - Roundel Advertising Rep	167,003.14	157,463.00	9,540.14	106.06%
5020.01 - Credit Card Fees	97,423.26	142,468.00	-45,044.74	68.38%
5030.01 - Roadside Assistance Fees	15,220.98	28,000.00	-12,779.02	54.36%
5000.01 - Direct Costs - Other	31,518.86			
Total 5000.01 - Direct Costs	1,381,628.87	1,333,771.00	47,857.87	103.59%
Total COGS	1,381,628.87	1,333,771.00	47,857.87	103.59%

BMW Car Club of America, Inc.
Profit & Loss Budget vs. Actual
January through December 2016

	Jan - Dec 16	Budget	\$ Over Budget	% of Budget
Gross Profit	4,738,676.59	4,364,929.00	373,747.59	108.56%
Expense				
6005 - Salaries & Wages	750,432.49	709,468.00	40,964.49	105.77%
6006 - Payroll Taxes	64,044.97	81,606.00	-17,561.03	78.48%
6007 - Employee Fringe Benefits	116,636.38	166,650.00	-50,013.62	69.99%
6008 - 401(k) Match	27,806.40	35,473.00	-7,666.60	78.39%
Total 6010 - Outside Contractors	676,342.53	681,128.00	-4,785.47	99.3%
Total 6025 - Printing	712,902.67	707,000.00	5,902.67	100.84%
Total 6026 - Postage	408,260.93	477,000.00	-68,739.07	85.59%
6030 - Telephone/Internet	21,335.72	22,000.00	-664.28	96.98%
6035 - Utilities	5,994.71	5,000.00	994.71	119.89%
Total 6041 - Meetings	102,449.33	88,000.00	14,449.33	116.42%
Total 6042.09 - Congresses	65,080.53	121,000.00	-55,919.47	53.79%
Total 6043.01 - RVP Travel	5,444.05	15,000.00	-9,555.95	36.29%
Total 6046.01 - Employee/Member Goodwill	13,929.79	21,000.00	-7,070.21	66.33%
6048.00 - Chapter Goodwill	9,665.66	23,000.00	-13,334.34	42.03%
Total 6049.96 - Tech Steward	16,649.29	12,500.00	4,149.29	133.19%
Total 6052.96 - T&S Steward	9,092.83	12,500.00	-3,407.17	72.74%
6053.96 - Race Chairman	485.00	1,500.00	-1,015.00	32.33%
Total 6057.96 - Comp Steward	7,518.60	12,500.00	-4,981.40	60.15%
6061.96 - CR Instructor	368.28	2,500.00	-2,131.72	14.73%
6061ME - CR Instructor Meals	26.00			
6040 - Travel & Entertainment - Other	51,734.72	91,000.00	-39,265.28	56.85%
Total 6040 - Travel & Entertainment	298,063.38	413,500.00	-115,436.62	72.08%
6050 - Office Supplies and Expenses	50,500.72	40,700.00	9,800.72	124.08%
6051 - Printed Business Supplies	90.11	40,000.00	-39,909.89	0.23%
Total 6055 - Insurance	-40,454.18	0.00	-40,454.18	100.0%
Total 6059 - Marketing	64,418.42	84,000.00	-19,581.58	76.69%
6060 - Computer Software	17,442.69	41,000.00	-23,557.31	42.54%
Total 6065 - Training & Education	12,815.51	15,000.00	-2,184.49	85.44%
6070 - Dues & Subscriptions	1,914.94	4,000.00	-2,085.06	47.87%
6075 - Legal Expenses	12,889.93	30,000.00	-17,110.07	42.97%
6076.01 - Accounting Expenses	8,875.00	6,000.00	2,875.00	147.92%

BMW Car Club of America, Inc.
Profit & Loss Budget vs. Actual
January through December 2016

	Jan - Dec 16	Budget	\$ Over Budget	% of Budget
6080 · Service Contracts	360.00	360.00	0.00	100.0%
Total 6085 · Occupancy Expenses	20,622.54	21,072.00	-449.46	97.87%
6090.01 · Bank Charges	1,780.24	3,500.00	-1,719.76	50.86%
6095 · Equipment Leases	18,896.97	15,000.00	3,896.97	125.98%
6100.01 · RVP Discretionary Funds	2,850.00	10,000.00	-7,150.00	28.5%
Total 6105 · Event Expense	995,421.55	645,300.00	350,121.55	154.26%
Total 6110 · Awards	9,976.84	15,000.00	-5,023.16	66.51%
6205 · Other Expenses	12,158.37	30,000.00	-17,841.63	40.53%
Total 6500 · Chapter Incentives & Rebates	1,559.00	6,000.00	-4,441.00	25.98%
Total 6700 · Charitable Contributions	47,368.64	50,000.00	-2,631.36	94.74%
6805 · Depreciation Expense	39,233.60	41,000.00	-1,766.40	95.69%
Total 6810 · Bad Debt Expense	12,868.70			
Total Expense	4,373,409.77	4,396,757.00	-23,347.23	99.47%
Net Ordinary Income	365,266.82	-31,828.00	397,094.82	-1,147.63%
Other Income/Expense				
Total 7000 · Other Income	53,294.98	50,000.00	3,294.98	106.59%
Total Other Income	53,294.98	50,000.00	3,294.98	106.59%
Total 8000 · Other Expense	49,765.57	17,500.00	32,265.57	284.38%
Total Other Expense	49,765.57	17,500.00	32,265.57	284.38%
Net Other Income	3,529.41	32,500.00	-28,970.59	10.86%
Net Income	368,796.23	672.00	368,124.23	54,880.39%



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

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

Date: March 4, 2017

Subject: Secretary Pre-Meeting Report

Past Travel & Expenses:

- November Board Meeting, Phoenix, AZ
November 4 - 6, 2016 - \$432.20
- February Board Retreat, Greenville, SC
February 2 - 5, 2017 - \$327.70

Planned Travel:

- March Board Meeting / Annual Meeting, Dallas, TX
March 24 - 26, 2017 - \$226.40

Drafts & Finalize Board Minutes:

October 13, 2016 Conference Call Minutes
November 4-6, 2016 Board Minutes – Phoenix, AZ
December 7, 2016 Conference Call Minutes
January 18, 2017 Conference Call Minutes
February 15, 2017 Conference Call Minutes
Draft Bylaw language regarding 5.1 Elections

Discussion Topics:

Election Vetting Committee

Respectfully submitted

Darlene Doran

Official BMW Club

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

Date: March 8, 2017

Subject: North Atlantic RVP Pre-Meeting Report
March, 2017 BOD Meeting/Chapter Congress Dallas, TX

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



Travel & Expenses:

- Board Meeting Phoenix, AZ Nov 4-6 2016 \$431.70
- Chapter Consolidation Meeting Manchester, NH. Dec 6-8 2016 \$236.70
- Planning meeting Greenville, SC Feb 2-5 2017 \$289.70

Planned Travel:

- BOD Meeting NOLA May 20 2017
- Chapter Congress Mar 23-26 2017
- Ofest NOLA July 11-15 2017
- Lime Rock IMSA Race July 21-22 2017
- Bimmerfest East Raceway Park, NJ July 29-30 2017
- MPACT Pocono, Pa Aug 12 2017
- OFAST Stowe, VT Sept 29-Oct 1 2017

RVP Discretionary Funds:

- None disbursed

Newsletter Delinquencies:

- Green Mountain, but working to collaborate with White Mountain and Pine tree for a combined Newsletter

Chapter on Probation:

- Green Mountain: New slate of officers is in place and ready to move forward. Combining the Newsletter and Website with White Mountain and Pine Tree should assist GM and the other chapters in remaining compliant.

Relevant Notes:

Continuing efforts to bring GM back to a healthy compliant chapter
Assisting in the Consolidation of Green Mountain, White Mountain and Pine Tree chapters-ongoing
Conducted Phone conference with North Atlantic Region Chapters in Jan 2017
Planning is under way for the Lime Rock Race Corral July 2017
Planning is also underway for the OFAST event. Combining it with Stowe, VT Rotary Oktoberfest.
Assisted CVC with resolving dispute over Facebook posts
Phone conferences with Allegheny Chapter concerning Ofest 2018 - ongoing

Discussion Topics:

Chapter consolidation
OFAST event-regional status
Allegheny and CVC member issues

Respectfully submitted,
Lou Ann Shirk



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

BMW Car Club of America
Tim Beechuk
North Central RVP
Tel: 513.604.2398

Subject: North Central RVP Spring 2017 Pre-meeting Report

Travel:

Completed Travel:

BMW CCA Board retreat – Greenville 2/3-5/17	\$153.72
Chapter consolidation mtg. -- Manchester, NH 12/6-8/16	\$486.85
O’Fest ’18 meeting – Pittsburgh, PA 11/12-13/16	\$203.39
BMW CCA Bd. Mtg. – Phoenix	\$625.49
Bluegrass chapter drive 10/29/16	\$0

Planned Travel:

CCA DEC Board mtg. – New Orleans 3/10-12/17
Chapter Congress/Bd. Mtg. – Dallas 3/23-25/17
O’Fest ’18 track reconnaissance -- PittRace 5/5-7/17

Other:

Continued work with chapters to resolve held distributions due to newsletters.
Discussions with chapters for electronic newsletters
CCA / Foundation campus discussion
Planning discussion with French Lick resort for future O’Fest

Regional Events:

Regional Chapter Presidents’ conference call: 2/22/17

Respectfully,
Tim Beechuk



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

Date: March 13, 2017

Subject: Pacific Region 1st Quarter Pre-Meeting Report

BMW Car Club of America
Jeff Cowan
Pacific Regional Vice President
425 Concord Dr.
Menlo Park, CA 94025
650.918.4938
pacificrvp@bmwcca.org

Travel Completed:

- Hawaii Chapter Cars & Coffee, Maui, HI, October 16, 2016, \$500
- Board Meeting Phoenix, AZ, November 4-6, 2016, \$377
- Strategic Planning Meeting, Greenville, SC, February 2-5, \$96
- Golden Gate Chapter HPDE Laguna Seca, Monterey, CA, March 4-5, \$0

Planned Travel:

- Chapter Congress, Dallas, TX, March 23-26
- Board meeting New Orleans, LA, May 19-21

Discretionary Funds Requested/Dispersed:

- \$500 equally distributed to Puget Sound, Oregon, Golden Gate, Roadrunner, Sonora, December 2016

Regional Calls Completed:

- October 11, 2016
- February 7, 2017

Chapter Compliance Issues:

- Sacramento Chapter – Newsletter delinquent
 - o Chapter is restructuring leadership; intend to issue a newsletter very soon.
- Sin City Chapter – Newsletter delinquent
 - o Requested update
- Hawaii Chapter – Annual Report Delinquent
 - o In progress

Other Updates or New Business:

- Continue discussion regarding chapter newsletter and general communications minimum standards.
- Followed up with all chapters regarding newsletter delivery to members who've opted for print
- Followed up with all chapters to confirm elections were completed per the rules of their bylaws
- Sent several reminders in Dec/Jan for recognition nominations
- Approached 4 chapters about consolidating newsletter efforts; discussion to continue at Chapter Congress
- Across the Board article submitted Jan 1 for March issue



Pre meeting report

January 01, 2017 through April 30, 2017

To: All board members, Executive Director BMW CCA
From: Tim Jones

BMW Car Club of America, Inc.
Tim Jones
South Central RVP
10296 W. Ottawa Ave.
Littleton, CO 80127
(303) 946-4588
southcentralrvp@bmwcca.org

Subject: pre-meeting report

Travel:

No travel history.

Future Travel:

No travel plans, will not be able to attend the March Chapter Conference.

Travel recap:

I am unable to travel at this time

Other Information:

Work with chapters to resolve any issues with newsletters.

Address any chapter questions and concerns that are brought to my attention.

Respectfully,

Tim Jones



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

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

Date: March 7, 2017

Subject: South Atlantic RVP Pre-Meeting Report for March 2017 Chapter Congress.

Travel & Expenses:

Euro Auto Festival – 10/21 & 22 - \$0
Board of Directors Meeting/Retreat – Phoenix, AZ – 11/4/16 – 11/7/16
Michelin Proving Grounds – 11/12/16 - TRSS & Wet Handling Course events - \$0
Smoky Mtn Chptr Annual meeting – Knoxville, TN – 1/21/17 – 1/22/17 - \$324.65
February Board Retreat – Greenville, SC - 2/2/17 - 2/5/17 \$17.00
NCC Annual Meeting – Springfield, VA - 2/11/17 – 2/12/17 - \$570.00
Smoky Mtn Chapter dinner – Greenville – 2/17/17 - \$0
Smoky Mtn Chapter @ Performance Center – 2/18/17 \$0

Planned Travel:

March Board Mtg / Chapter Congress – Dallas, TX 3/23/17 – 3/26/17 - \$521.10
May Meeting in New Orleans – 5/19/17 – 5/21/17

RVP Discretionary Funds:

- None this quarter

Newsletter Delinquencies: An improving disaster – working on them.

Relevant Notes

- 12/07/16 – December BOD Conference Call
- 01/18/17 – January BOD Conference Call
- 02/15/17 – February BOD Conference Call
- SA Quarterly Conference Call - 11/30/16 – To Discuss – Items learned from retreat, Submit events to Regional Calendar, newsletters, Bricks for Foundation, Check on bylaw changes to have the President & Secretary, VP & Treasurer elected every second year on 2-year terms. Past President - member at large. Shared April Curtis' 2016 DEC mtg info, Elections, Recognition committee

Respectively submitted,
Dwayne Mosley



BMW Car Club of America
 Frank C. Patek, II
 Executive Director
 640 South Main Street, Ste 201
 Greenville, SC 29601
 864-250-0022
 frank_patek@bmwcca.org

Re: March 24th DFW Westin, Irving TX

DATABASE/WEBSITE/OPERATIONS

In 2009 the club faced the issue of raising dues to cover expenses and increase revenue. Before taking that step every effort was made to cut costs – including cutting approximately \$200K from *Roundel's* annual budget. That money was saved by competitively bidding its print contract and reducing staffing. In the intervening year's we have driven revenue streams by revamping the raffle and significantly boosting its revenue potential. Our corporate sponsorships program was revitalized. Programs were devised to encourage members to buy multiple years of membership and our merchandising efforts increased significantly to the point where revenue today is nearly 6 times what it was in 2009. Unfortunately, our cost cutting and revenue enhancements seem to have hit a peak while expenses are rising and ad revenue is dropping.

As such it is time that we reluctantly look at a potential dues increase, while utilizing every tool at our disposal to continue to cut costs and either eliminate or consolidate redundant and ineffective efforts being made both locally and nationally.

One year ago we were on the cusp of deciding on which new database to which we would migrate. We are now mid-stream into switching over to ACGI and anticipate finishing the project in the late summer of this year. One year ago we had just installed the Cvent meeting management system as we prepared for CelebrateBMW in Monterey. Cvent provided us great with capabilities and we will use it again this year.

The lapsed member call a thon has completed its trial 100 hour run and the results have been positive enough to opt for another 100 hours. The additional time will allow for statistically valid modeling that will help us determine the cost effectiveness of this of this method to re-claim members. Revenue from reinstatements is \$7416. Cost of program to date \$2130. As of 3/17/17.

Original	Current	# of Members	Result
1 Year	3 Year	28	<i>Increase</i>
1 Year	2 Year	2	<i>Increase</i>
1 Year	1 Year	16	<i>Same</i>
2 Year	1 Year	2	<i>Decrease</i>
2 Year	3 Year	10	<i>Increase</i>
2 Year	2 Year	2	<i>Same</i>
3 Year	1 Year	2	<i>Decrease</i>
3 Year	3 Year	6	<i>Same</i>
4 Year	1 Year	1	<i>Decrease</i>
5 Year	3 Year	1	<i>Decrease</i>
		70	

ROUNDEL

While Ad placement and billings were strong in 2016, they are just the opposite for 2017. Without an amazing recovery in the second half of the year 2017 could be our worst year on record.

COMMUNICATIONS and MARKETING

I am pleased to report that Kyle van Hoften officially began his career at Director of Marketing and Corporate Partnerships this month. We are pleased to add his energy, creativity and experience to our staff.

RAFFLE

We have been working closely with BMW NA and Alpina to deliver an Alpina B6 as the Grand Prize in our raffle. I am pleased to report that work has been accomplished. Our gratitude to our direct contact at Alpina - Jonathan Gansler. Andreas Bovensiepen of Alpina and a great friend to the club. Finally, to Tom Plucinsky and Alexander Schmuck for bringing this to fruition. Our 1st Prize will be a BMW M2 and our main prizes will be BMW 240i's.

OKTOBERFEST 2017

Registration is up and running. We will be in New Orleans, LA in July. Hot Cars and Cool Jazz! Our host hotel is the Hyatt Regency.

Schedule and Fees





Fees

	If registered by April 30	If registered by June 16	\$75 if registered Jun 17 and later
Registration Fee	\$35.00	\$55.00	\$75.00
Social Package (all meals)	\$395.00	\$395.00	\$395.00

Schedule

Please note the schedule is subject to change.

Date & Time	Event	Location	Fee	Included w/Social Package
Tuesday, July 11, 2017				
12:00 PM - 6:30 PM	Registration and Vendor Hall	Hyatt		
1:00 PM - 5:00 PM	Gymkhana	Hyatt		
TBA	Michelin Tire Talk	Hyatt		
TBA	Griot's Garage Car Care Clinic	Hyatt		
4:00 PM - 5:00 PM	Concours Judges' Meeting	Hyatt		
TBA	Griot's Garage Car Care Clinic	Hyatt		
6:00 PM - 7:00 PM	First Timers' Meeting	Hyatt		
7:30 PM - 9:30 PM	Welcome Dinner	club XLIV 1500 Sugar Bowl Dr	\$115.00	✓
Wednesday, July 12, 2017				
9:00 AM - 1:00 PM	Concours - Display	Audubon Park 6500 Magazine St		
8:00 AM - 10:00 PM	Concours - Judged	Audubon Park 6500 Magazine St	\$25.00	
12:00 PM - 1:00 PM	Concours Lunch and Awards	Audubon Park 6500 Magazine St	\$35.00	✓
2:30 PM - 5:00 PM	Registration and Vendor Hall	Hyatt		
5:00 PM - 6:00 PM	Odometer Gears	Hyatt		
6:00 PM	TSD Rally Meeting			
Thursday, July 13, 2017				
8:00 AM - 1:00 PM	TSD Rally			
TBA	Bridgestone Tire Talk	Hyatt		
TBA	Michelin Tire Talk	Hyatt		
TBA	Hagerty Valuation Seminar	Hyatt		
TBA	Shell V-Power® Nitro+ Tech Talk	Hyatt		
3:00 PM -	Registration and Vendor Hall	Hyatt		

Date & Time	Event	Location	Fee	Included w/Social Package
5:00 PM 8:00 PM - 11:00 PM	Casino Night	Hyatt	\$25.00	
Friday, July 14, 2017				
8:00 AM - 5:00 PM	Registration	Hyatt		
8:00 AM - 4:00 PM	Bridgestone Autocross	NOLA	\$35.00	
8:00 AM - 5:00 PM	Driving School	NOLA	\$245.00	
9:00 AM - 12:00 PM	Car Control	NOLA	\$25.00	
	Michelin Hot Lap Rides	NOLA		
	Separate registration required. (TBA)	NOLA		
	Michelin Driving Experience	NOLA		
	Separate registration required. (TBA)	NOLA		
	BMW CCA Foundation Charity Rides	NOLA		
12:00 PM - 2:00 PM	BMW Trackside Lunch and Awards	NOLA	\$55.00	
2:00 PM - 5:00 PM	Car Control Clinic	NOLA	\$25.00	
		Muriel's		
7:00 PM - 9:00 PM	Muriel's Jackson Square	French Quarter 801 Chartres St	\$95.00	
Saturday, July 15, 2017				
9:00 AM - 5:00 PM	Registration	Hyatt		
8:00 AM - 4:00 PM	Bridgestone Autocross	NOLA	\$35.00	
8:00 AM - 5:00 PM	Driving School Saturday	NOLA	\$245.00	
	BMW CCA Foundation Charity Rides	NOLA		
7:00 PM - 11:00 PM	Banquet	WW II Museum 945 Magazine St	\$99.00	

OKTOBERFEST 2018

Approved and Booked

REGIONAL EVENTS

No new regional events that I am aware of. RVP's?

AFFINITY/MEMBER BENEFIT PROGRAMS

I have been working closely with Hagerty and Nationwide Insurance to develop a full auto insurance program ranging from new to classic cars that will benefit our members.

HPDE INSURANCE 2015

In advance of the upcoming Board meeting, here is a brief update on the affinity insurance programs we manage for BMW CCA:

The new Lockton Motorsports website launched in August 2016, and the feedback we've received from BMW CCA members has been very positive. The new website requires far fewer clicks to get a quote and buy insurance, and the flow of the purchase process more closely resembles the "shopping cart" buying process found on most websites today. In addition to the streamlined purchasing process, we were able to negotiate rate reductions with our insurance carrier that were also implemented last August. Attached you'll find a report that shows program participation and revenue to BMW CCA since the beginning of 2015. While participation grew significantly in 2016, the average policy purchase decreased due to 2 factors: rate reductions, and the average value of vehicle insured decreased from 2015. Our conversion ratio has increased significantly since the launch of the new website, and we expect to see another year of significant growth in 2017.

If you have any questions, please let me know. I look forward to seeing you in Dallas!

Regards,

Ryan Staub
VP - Motorsports Practice Leader
 Lockton Affinity Motorsports

**BMW CCA HPDE
 Insurance Production**

as of 3/20/17

2015		
Month	# of single event policies sold	Revenue to BMW CCA
Jan-15	0	0
Feb-15	2	6.02
Mar-15	99	494.4
Apr-15	83	391.62
May-15	158	687.04
Jun-15	132	541.28
Jul-15	64	306.3
Aug-15	73	289.08
Sep-15	148	704.7
Oct-15	87	346.62
Nov-15	43	203.02
Dec-15	8	54.24
Annual / multi-event policies	103	3,234.84
<i>Total</i>	1000	7,259.16

2016		
Month	# of single event policies sold	Revenue to BMW CCA
Jan-16	6	27.04
Feb-16	7	38.42
Mar-16	50	237.34
Apr-16	123	508.76
May-16	128	602.34
Jun-16	196	868.26
Jul-16	47	206.38
Aug-16	112	460.12
Sep-16	226	1004.46
Oct-16	66	271.62
Nov-16	36	189.36
Dec-16	0	0
Annual / multi-event policies	127	2,987.48
<i>Total</i>	1124	7,401.58

2017		
Month	# of single event policies sold	Revenue to BMW CCA
Jan-17	0	0
Feb-17	12	66.74
Mar-17	76	362.6
Apr-17		
May-17		
Jun-17		
Jul-17		
Aug-17		
Sep-17		
Oct-17		
Nov-17		
Dec-17		
Annual / multi-event policies	16	299.64
<i>Total</i>	104	728.98

Current breakout of membership by term.

Membership Term	Primary Members	Associate Members	Total
1 Year	37,841	4,181	42,022
2 Years	8,606	1,132	9,738
3 Years	10,900	1,784	12,684
4 Years	396	70	466
5 Years	2,626	459	3,085
Lifetime	851	209	1,060
Total:	61,220	7,835	69,055

Member Source as of 03-17-2017

Source	Total	Current	Lapsed	2013	2014	2015	2016
Dealership	865	234	631	281	120	106	167
Email	140	40	100	5	14	59	15
FAX	22	16	6	1	0	10	9
Gift	1,773	687	1,086	384	363	394	286
Mail	785	442	343	39	27	513	148
Phone	505	251	254	103	98	175	73
Renewal	19	17	2	0	0	6	12
Street Survival	6,281	1,332	4,949	1,255	1,419	1,037	1,277
Walkin	158	57	101	64	42	45	2
Web-Bimmer Magazine	1,878	991	887	347	275	278	279
Web-bimmerlife.co	12	12	0	0	0	0	7
Web-BMW CCA Website	6,211	3,115	3,096	975	936	976	1,024
Web-BMW Center	3,754	2,136	1,618	768	753	631	959
Web-BMW Performance Center	1,205	714	491	252	261	318	313
Web-BMWBlog.com	303	198	105	44	44	94	108
Web-BMWCAR Mag UK by Unity Media	39	18	21	16	2	1	0
Web-Car and Driver Magazine	473	257	216	70	80	64	78
Web-Classic MotorSports	52	28	24	8	15	13	10
Web-CPO Sample Roundel	187	93	94	28	76	15	9
Web-Facebook	547	324	223	61	105	178	166
Web-GrassRoots Magazine	211	115	96	42	34	47	43
Web-Independent Shop/Dealer	1,242	664	578	280	231	221	304
Web-Link from Another Website	1,616	817	799	299	273	294	272
Web-National Aftersales Conference	7	3	4	1	2	2	2
Web-Performance BMW Mag UK Unity	9	3	6	6	1	1	1
Web-Radio Ad	12	6	6	4	1	2	4
Web-Referred by BMW CCA Member	5,376	3,118	2,258	1,302	1,233	1,269	1,254
Web-Search Engine	2,119	1,106	1,013	361	399	479	449
Web-Sports Car Market Magazine	103	56	47	15	14	13	12
Web-Television Ad	12	4	8	4	3	2	1
Web-Word of Mouth	16,377	7,772	8,605	2,449	2,226	2,361	2,497
Totals	52,294	24,626	27,668	9,465	9,047	9,604	9,781

Membership Renewal Promotions 2017

Since the start of the year 82 members have opted for a 3 or 4 year membership (M Color Badge) and 63 have opted for a 5 year membership (Tribute) in exchange for a promotional BMW CCA grille badge.

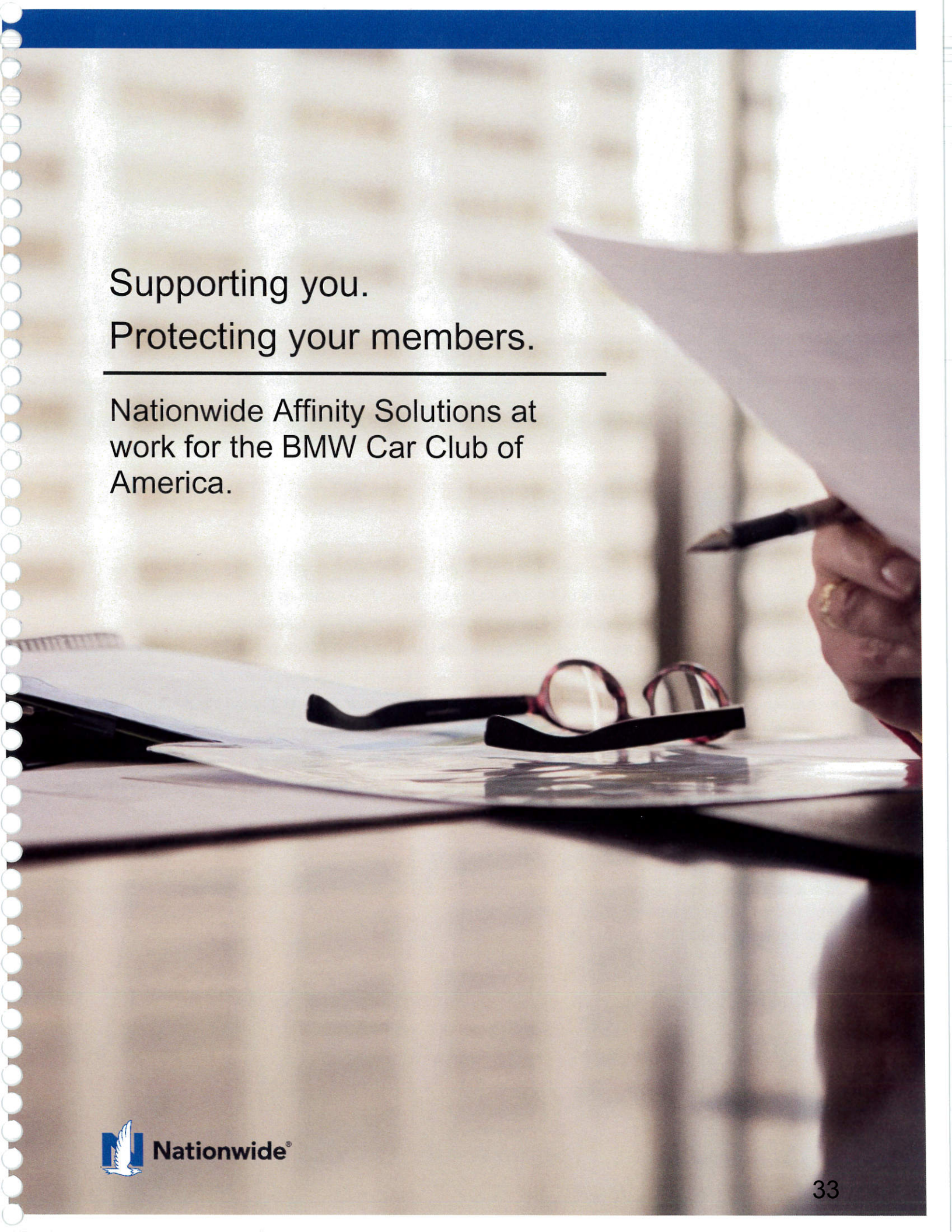
1st Quarter Lapsed Membership Offer pulled back 110 members.

How Members Hear About Us

Source	Member Count
Bimmer Magazine	1015
bimmerlife.co	12
BMW CCA Website	3152
BMW Center	2150
BMW Performance Center	725
BMWBlog.com	200
BMWCar Mag UK by Unity Media	18
Car and Driver Magazine	260
Classic MotorSports	30
CPO Sample Roundel	94
Facebook	326
GrassRoots Magazine	116
Independent Shop/Dealer	668
Link from Another Website	820
National Aftersales Conference	3
Performance BMW Mag UK Unity	3
Radio Ad	7
Referred by BMW CCA Member	3151
Search Engine	1115
Sports Car Market Magazine	56
Television Ad	4
Word of Mouth	7819

Area Creation

Work is ongoing to create an alliance between Green Mountain, White Mountain and Pine Tree to share services, a calendar, website and newsletter.

A close-up, shallow depth-of-field photograph of a person's hand holding a pen, poised to write on a document. The hand is on the right side of the frame. In the foreground, a pair of glasses with dark frames and light-colored lenses lies on a desk. Several papers are scattered on the desk surface. The background is a bright, out-of-focus window with vertical blinds. The overall tone is professional and focused.

Supporting you.
Protecting your members.

Nationwide Affinity Solutions at
work for the BMW Car Club of
America.

Contents

Introduction to Nationwide	3
Products	5
Member Support	6
Your Nationwide Team	8
Marketing and Promotion	9
Summary	13

Thanks for considering us.

Nationwide is pleased to present the BMW Car Club of America (BMWCCA) with this proposal to serve as your exclusive affinity partner. As one of the nation's leading diversified insurance and financial services companies, Nationwide has the experience and capabilities to deliver an exceptional affinity program that adds value for your members. Our network of local agents, combined with our direct sales organization, offers the scope and presence of a national company while delivering a local and personalized experience. We are excited about the opportunity for you to get to know us better through this proposal.

Sincerely,



Mark A. Pizzi

President and Chief Operating Officer
Nationwide Direct and Member Solutions

We think you
deserve more.

Nationwide is in business to help its members protect what matters most. And for organizations like yours, our affinity solutions give you and your members more benefits and more peace of mind. Here's how:

For you

Simple

We'll review your program for free, with no obligation on your part.

We'll handle the cost, production and distribution of marketing materials.

There's no middleman — you work directly with an experienced Nationwide team.

Support

**Fortune 100 company
and A.M. Best A+ rating
since 1972**

A dedicated team will manage every part of your program.

Success

Competitive compensation to be used how you see fit.

The higher the member participation, the more money you can earn.

For your members

24/7

claims and customer service

Call, click or visit — we do business how members want to do business.

Discounts make it easy to save money.

Comprehensive insurance portfolio includes auto, home, life, powersports and pet health coverage.

4,500

Nationwide agent offices

Peace of mind that comes with protecting what matters most.

Partners we're
proud to serve.

While other insurance providers do business with thousands of groups, Nationwide works with a select number of organizations. That means you get the personal attention you deserve.

Here are a few organizations similar to yours who've benefited from our approach.



“ We have had many cause-related marketing relationships over the years and we can say that Nationwide has been one of the most beneficial for us as an organization. ”

Debbie Weir
Mothers Against Drunk Driving – MADD

More coverages. More peace of mind.

Nationwide offers a wide range of insurance products that can be tailored to your members needs.

Industry-Leading Products



Personal Auto

- Coverage options include Vanishing Deductible, Accident Forgiveness, Roadside Assistance, and more.



Home

- Covers Homeowner, Renter, and Condo Owner.
- Coverage options include Personal Injury, Identity Theft, and more.



Powersports

- Covers Boat, Motorcycle, and RV products.



Pet Health

- Comprehensive Medical and Major Medical plans feature annual deductible of member's choice.
- Preventative/wellness coverage is also available.

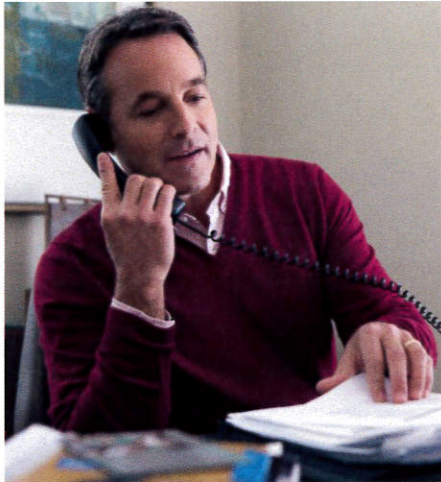


Life

- Term and Whole Life policies are available.

How we serve your members.

Nationwide can do business how your members want to do business. Customers can take advantage of our strength as a customer service leader by choosing how they access us: over the phone, online, or in person.



Call

Your members will be served by nearly 500 sales agents in state of the art direct sales centers across the country.

Click

Your members will have the ability to get quotes and purchase products through a customized landing page for BMWCCA. Members will have the ability to self-serve their policies online through www.nationwide.com.

Visit

Your members can speak in person with one of thousands of agents located across our national network.

Building stronger communities.

Nationwide associates go the extra mile for our customers, our communities, and our partners.

Here's how we're making a difference in the lives of others.

**\$355
MILLION**

contributed by the
Nationwide Foundation
since 2000

4,500

AGENT OFFICES

to serve customers
across the country



**32.9
MILLION**

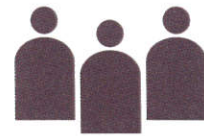
meals donated
by Nationwide
associates to families
in need since 2000

**33,000
ASSOCIATES**

serving customers in all 50
STATES

15,000 UNITS

of blood donated
by Nationwide
associates in 2015



114,985

volunteer hours
through the
Nationwide Volunteer
Network in 2015

We're proud to support these national non-profit partners:

American Red Cross

Feeding America

Nationwide Children's Hospital

United Way

The people supporting your program.



A dedicated, experienced team will manage every part of your program, helping to ensure a seamless transition and successful program.

Relationship Manager

Your single point of contact will manage the launch process and marketing plan implementation, as well as provide production reports and payment distribution.

In addition to staying in close contact with you to monitor program performance, your Relationship Manager will schedule:

- Quarterly program status meetings
- Annual business and marketing plan review meetings

Marketing Manager

Your marketing manager will use our industry experience to develop your marketing plan.

Senior Leadership

Our senior leaders ensure your Nationwide team has the resources necessary to make your program a success.

Simple at every step.

Nationwide's smart start ensures that your transition to our program, as well as all ongoing management, will be seamless and hassle-free. Your dedicated team will handle most details and work closely with you every step of the way.

1. Discovery

Nationwide will:

- Gather insights about your organization to gain a better understanding of member needs.
- Identify the channels available to market the program and customize a plan that aligns with your strategic objectives.

2. Implementation

Nationwide will:

- Develop and distribute co-branded marketing communications that get results.
- Cover all marketing expenses, including direct mail production, postages, and data processing.

3. Measurement

Nationwide will:

- Continually monitor and evaluate program initiatives and overall performance.
- Provide the flexibility to modify program elements as needed to better serve your organization.

Communications that work.

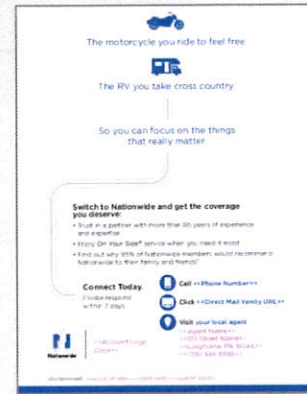
Nationwide will use a combination of proven marketing tactics to target the highest revenue potential for your organization.

Print and Event

Direct Mail

Sealed envelope and postcard are high performing tactics.

*will include
up to 3/04
a gift*



Print Collateral

Ads will be placed within newsletters, magazines, and other print pieces.



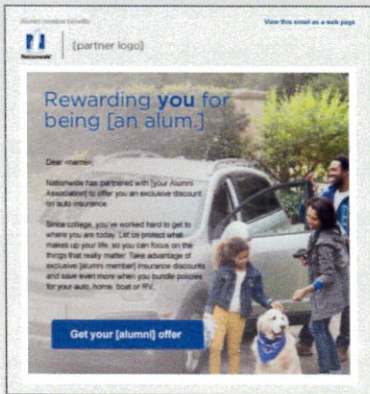
Event Marketing

A Nationwide presence at agreed-upon events.

Digital

Email

Co-branded messages link to the online quoting tool.



Landing Page

Serves as your program's online headquarters, where members can access information and get a quote.

Paid Media

Marketing on popular pages like LinkedIn, Facebook, and Twitter, and through email services such as Gmail and Yahoo.



Retargeting

Visitors to your landing page will be "tagged" to receive program-specific messages on other sites they visit.

Social Media

Relevant content to post to your organization's Facebook and Twitter accounts.

Web Banners

Digital ads promoting the program on your website.

could have access to a web company that sets up for access

Getting started is easy.

Whether you're switching from another insurer or adding these benefits for the first time, Nationwide makes setting up your program simple. With some basic information from you, we'll tailor a marketing strategy that best serves your organization's needs. Then we'll manage the day-to-day details so you don't have to.

You'll give us:

Your organization's brand guidelines.

Channels to communicate (print, digital, event, social, etc.).

Quarterly membership lists with contact information (name, address, email, etc.).

We'll deliver:

Customized communications that speak to your members.

A comprehensive approach that complements – not complicates – your communication strategy.

Timely communications, funded completely by Nationwide, that drives revenue for your organization.



Nationwide®

Proprietary and Confidential





Thanks for getting to know us.

We're excited about the opportunity to partner with you in providing valuable protection to your members.

Our collaborative approach allows us to customize your program as your needs change over time, ensuring the program's success. I hope the products, people, and support outlined in this proposal demonstrate Nationwide's commitment to delivering an affinity program that adds value to your members and your organization.

If there's anything you'd like to discuss in the meantime, please contact me.

Sincerely,

A handwritten signature in black ink, appearing to read 'Matt Stone'.

Matt Stone

Affinity Sales Executive
Nationwide Affinity Solutions
(435) 213 - 7181
stonem14@nationwide.com





Products underwritten by Nationwide Mutual Insurance Company and Affiliated Companies. Home Office: Columbus, OH 43215. Subject to underwriting guidelines, review, and approval. Products and discounts not available to all persons in all states. Nationwide and the Nationwide N and Eagle are marks of Nationwide Mutual Insurance Company. © 2017 Nationwide.

Designed to help your
organization earn more.

Nationwide is pleased to present this compensation package to the BMW Car Club of America (BMWCCA).

Guaranteed Compensation

Here's our commitment to you:

Guaranteed Compensation	Year 1	Year 2	Year 3	Year 4	Year 5	TOTAL
Guaranteed Compensation	\$22,500	\$22,500	\$22,500	\$22,500	\$22,500	\$112,500
Total Guaranteed Compensation	\$22,500	\$22,500	\$22,500	\$22,500	\$22,500	\$112,500

Variable Compensation

You can earn even more based on the success of the program, in excess of the guaranteed compensation. Variable compensation grids can be found on the following page.

Sample Compensation Grids

Standard Auto

Member Participation	Earnings	Member Participation	Earnings	Member Participation	Earnings
-	50 \$ -	1,651	1,750 \$ 51,000	3,351	3,450 \$ 102,000
51	150 \$ 3,000	1,751	1,850 \$ 54,000	3,451	3,550 \$ 105,000
151	250 \$ 6,000	1,851	1,950 \$ 57,000	3,551	3,650 \$ 108,000
251	350 \$ 9,000	1,951	2,050 \$ 60,000	3,651	3,750 \$ 111,000
351	450 \$ 12,000	2,051	2,150 \$ 63,000	3,751	3,850 \$ 114,000
451	550 \$ 15,000	2,151	2,250 \$ 66,000	3,851	3,950 \$ 117,000
551	650 \$ 18,000	2,251	2,350 \$ 69,000	3,951	4,050 \$ 120,000
651	750 \$ 21,000	2,351	2,450 \$ 72,000	4,051	4,150 \$ 123,000
751	850 \$ 24,000	2,451	2,550 \$ 75,000	4,151	4,250 \$ 126,000
851	950 \$ 27,000	2,551	2,650 \$ 78,000	4,251	4,350 \$ 129,000
951	1,050 \$ 30,000	2,651	2,750 \$ 81,000	4,351	4,450 \$ 132,000
1,051	1,150 \$ 33,000	2,751	2,850 \$ 84,000	4,451	4,550 \$ 135,000
1,151	1,250 \$ 36,000	2,851	2,950 \$ 87,000	4,551	4,650 \$ 138,000
1,251	1,350 \$ 39,000	2,951	3,050 \$ 90,000	4,651	4,750 \$ 141,000
1,351	1,450 \$ 42,000	3,051	3,150 \$ 93,000	4,751	4,850 \$ 144,000
1,451	1,550 \$ 45,000	3,151	3,250 \$ 96,000	4,851	4,950 \$ 147,000
1,551	1,650 \$ 48,000	3,251	3,350 \$ 99,000	4,951	5,050 \$ 150,000

Powersports

Member Participation	Earnings
-	25 \$ -
26	50 \$ 500
51	75 \$ 900
76	100 \$ 1,300
101	125 \$ 1,600
126	150 \$ 2,000
151	175 \$ 2,400
176	200 \$ 2,800
201	225 \$ 3,100
226	250 \$ 3,500
251	275 \$ 3,900
276	300 \$ 4,300
301	325 \$ 4,600
326	350 \$ 5,000
351	375 \$ 5,400
376	400 \$ 5,800
401	425 \$ 6,100
426	450 \$ 6,500
451	475 \$ 6,900
476	500 \$ 7,300

Life

Member Participation	Earnings
-	25 \$ -
26	50 \$ 500
51	75 \$ 900
76	100 \$ 1,300
101	125 \$ 1,600
126	150 \$ 2,000
151	175 \$ 2,400
176	200 \$ 2,800
201	225 \$ 3,100
226	250 \$ 3,500
251	275 \$ 3,900
276	300 \$ 4,300
301	325 \$ 4,600
326	350 \$ 5,000
351	375 \$ 5,400
376	400 \$ 5,800
401	425 \$ 6,100
426	450 \$ 6,500
451	475 \$ 6,900
476	500 \$ 7,300

Pet Health

Member Participation	Earnings
-	5 \$ -
6	10 \$ 200
11	15 \$ 300
16	20 \$ 500
21	25 \$ 600
26	30 \$ 800
31	35 \$ 900
36	40 \$ 1,100
41	45 \$ 1,200
46	50 \$ 1,400
51	55 \$ 1,500
56	60 \$ 1,700
61	65 \$ 1,800
66	70 \$ 2,000
71	75 \$ 2,100
76	80 \$ 2,300
81	85 \$ 2,400
86	90 \$ 2,600
91	95 \$ 2,700
96	100 \$ 2,900

The grids displayed serve as a sample only. For each contract year, Standard Auto and Powersports product allowances are calculated based on new and renewal policies obtained after an agreement effective date, Pet and Life product allowances are calculated only for new policies (not renewal). The sample grids do not necessarily reflect the expected participation numbers and associated marketing allowance payments calculated for BMWCCA.

Nothing in this proposal document constitutes an offer which can be accepted by either participant. In the event the participants wish to enter into an agreement, such terms will be documented in a mutual agreement subsequent to discussions regarding this proposal. Nothing in this proposal document obligates the participants to enter into negotiations and/or create any agreement regarding the subject matter of this proposal document. Compensation outlined in this proposal document is only valid for 120 days after the proposal is presented.

The Nationwide N and Eagle and Nationwide is on your side are service marks of Nationwide Mutual Insurance Company. © 2017 Nationwide.



Proprietary and Confidential





BMW Car Club of America
640 South Main St, Ste 201
Greenville, SC 29601-2564

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

March 20, 2017

To: Board members, Executive Director BMW CCA
From: Steven Schlossman
Subject: Chapter Services

National by-laws

National by-laws state, "All members of the Chapter shall be required to be members of the Club and pay the initiation fees and annual dues of the Club." An initiation fee is a onetime fee. We do not collect initiation fees. Should it be removed?

Chapters

As of mid-March, there were almost nine chapter committee members and chapter board positions with lapsed memberships. I do not believe there is a requirement that committee members or even chapter officers need to be a member. Membership is not required for driving school instructors. Some of these committee positions, chief instructor in particular carry a fair amount of liability to the chapter and club, in my opinion. Is it a requirement for committee members need to be members? Including positions that may be sourced out to a private contractor?

Chapter rebates withheld for the following reasons

- Choo Choo-Newsletter
- Badger-Lack of Mailed Newsletter
- First Coast-Newsletter
- Green Mtn-Newsletter
- Sacramento-newsletter
- Sandlapper-Lack of Mailed Newsletter

2018 Chapter Congress

Suggestion. Succession plans for leadership. Social media. It has been ages since we focused on web and newsletters. We have the same Presidents year after year attending Chapter Congress.

Referral Credits

We have a few chapters requesting referral credits for those registering for an event that the chapter is hosting. Typically driving schools or autocross. Plus at least one chapter that has a join link with a membership number in the link. bmwcca.org/join/xxxxxx. That person is up to 4 referrals. This is very different from a chapter member actively speaking with perspective members at public events.

Events

Concours

In reviewing the revised concours rules, can we eliminate chassis codes? At the rate BMW changes these codes, it is next to impossible to keep them up-to-date. Some codes cross year generations. And confusing to those who don't understand the codes. I noticed Z class has been eliminated. Tuner class. Is there a place for a PTG M3 or the #51 CSL anymore? Or any purposely built racecar? Would they be strictly display because they are bought and most likely have no VIN?

Autocross

Again, please, please, please, please update them. Older classes are just another participation trophy. Classes need to be flexible so we do not need to find a class for every new model. Also still suggest running all the cars on the same day. No reason 120 cars cannot run in a single day. I understand the conflict to driving schools. If autocross must be 2 days at least run all day. Maybe an autocross school in the morning? To encourage participation, it might be good to have an autocross school. Car Control is not very different from an autocross school. Perhaps combine the two?

Newsletters

It is next to impossible to determine which chapters are sending hard copies to those who request them or have no email address. Let alone a valid email address. At least one chapter has said they will no longer mail hard copies. I have not received a hard copy from one of my three chapters that I belong to even though my preference is USMAIL.

North Atlantic	Last Issue	Days
Allegheny	1/17/2017	61
Boston	3/13/2017	6
CT Valley	2/7/2017	40
Delaware Valley	1/19/2017	59
Genesee	1/4/2017	74
Green Mountain	2/9/2016	404
Mountain State	11/23/2016	116
New Jersey	2/28/2017	19
New York	2/14/2017	33
Nittany Bimmers	2/6/2017	41
Patroon	1/18/2017	60
Pinetree	12/18/2016	91
Pocono Mountain	1/10/2017	68
White Mountain	1/25/2017	53
today	3/18/2017	

North Central	Last Issue	Days
Badger Bimmers	2/7/2017	39
Bluegrass	1/21/2017	56
Buckeye	2/28/2017	18
Hoosier	2/27/2017	19
Illini	3/2/2017	16
Iowa	3/7/2017	11
Michiana	12/20/2016	88
Motor City	1/30/2017	47
North Star	1/13/2017	64
Northern Ohio	12/23/2016	85
Old Hickory	3/13/2017	6
River City	1/19/2017	58
St. Louis	1/19/2017	58
Windy City	3/7/2017	11
today	3/18/2017	

Pacific	Last Issue	Days
Central CA	1/11/2017	67
Golden Gate	12/13/2016	96
Hawaii	2/12/2017	35
Inland Empire	11/15/2016	124
Los Angeles	1/22/2017	56
Oregon	3/7/2017	12
Puget Sound	2/14/2017	33
-	-	-
Roadrunner	11/12/2016	127
Sacramento	1/7/2016	437
San Diego	3/10/2017	9
Sierra	2/14/2017	33
Sin City	12/10/2016	99
Sonora	1/26/2017	52
today	3/18/2017	

South Atlantic	Last Issue	Days
Bayou	3/9/2017	10
Blue Ridge	12/21/2016	88
Choo-Choo	9/25/2016	175
Everglades	1/10/2017	68
First Coast	10/5/2016	165
Gulf Coast	2/16/2017	31
Heart of Dixie	1/4/2017	74
National Capital	1/1/2017	77
Peachtree	1/8/2017	70
Puerto Rico	1/31/2017	47
Sandlapper	1/22/2017	56
Smoky Mountain	1/9/2017	69
Suncoast	12/31/2016	78
Sunshine	2/19/2017	28
Tarheel	3/6/2017	13
Tidewater	3/8/2017	11
today	3/18/2017	

South Central	Last Issue	Days
Houston	3/9/2017	10
Kansas City	12/21/2016	88
Lone Star	12/22/2016	87
Great Plains	1/17/2017	61
New Mexico	1/8/2017	70
Rocky Mountain	1/18/2017	60
Sunbelt	11/29/2016	110
Tejas	3/10/2017	9
Wasatch	1/9/2017	68
today	3/18/2017	

Non-Geo	Last Issue	Days
E31	12/16/2016	93
E30	1/19/2017	59

Respectfully,
Steven Schlossman

BMW CCA Ombudsman Report - 6/1/2016 to 3/15/2017

Summary:

During the reporting period the Ombudsman staff was John Gamel, Barry Kleckner, and David Levin.

We handled thirty-four inquiries during the period. All but one were forwarded to us by the very efficient online system created by Stephen Elliot. One arrived via email from a former member of the BMW CCA Board of Directors.

As before, we more frequently hear from members who have purchased and serviced their vehicles outside of the BMW NA system of BMW Centers. Less frequently we hear from members who've purchased CPO vehicles from a BMW Center. The least common member inquirer is a person who has purchased and serviced his/her new BMW at a BMW Center. Generally, many matters involved money spent by a member, and those losses ranged during this period from \$220 (for a battery) to close to \$15,000 (for a valve-stem repair). In two cases, the member was aggrieved at his/her treatment and wanted to seek resolution through us "as a matter of principle."

Our inquiry system allows a member to send us attachments which might elucidate their inquiry and problem. In many cases we receive incomplete and sometimes false information. Also, during this period, David Levin expanded his frequent communication with the Customer Service staff at BMW NA, which led to a greater degree of success with inquiries.

Details:

Below are brief anecdotal summaries of some inquiries with which we've dealt during this period.

- 1) A member from the West Coast had significant problems with his BMW Center and an independent service center. We suggested that he choose to work with the BMW Center regarding his issues, and attempt in-person meetings with the Service Manager and General Manager to arrive at a solution. No final response from member.
- 2) Another West Coast member had multiple issues with ignition problems which occurred within warranty. After warranty expired the BMW Center wanted to charge full price for the repair. David Levin suggested a course of action, and member received the repairs with 60% goodwill payment by the BMW Center.
- 3) A member ordered and purchased a new BMW and arranged for Performance Center Delivery. Delay in ocean transport caused the PCD to be delayed. David Levin was able to contact PCD personnel, and schedule PCD to member's satisfaction.
- 4) A member ordered a part from a retail/mail order company for his older BMW in October 2013. He finally decided to install the part in November 2016 and realized that he had been sent the incorrect part by the supplier. David Levin suggested a course of action, but member has not responded regarding the resolution of this issue.

5) A member sought ombudsman assistance to resolve a problem with his attempt to buy a CPO X5. He stated that a BMW Center had misled him regarding the sale of a “loaded” CPO X5 and the car was sold to another person. He wanted ombudsmen to participate in his negotiations for a new X5. We advised that we would not participate in negotiations for the purchase of a vehicle from a BMW Center.

6) A member who owns a Euro Model 1985 BMW M635CSI and is very proud of his car asked for ombudsman assistance to put him in contact with BMW NA Marketing personnel so that they might use his car in advertising.

7) A member had problems in getting BMW NA to transfer the CPO Warranty on his BMW from a prior owner to him. He felt that BMW NA personnel had misled him (possibly inadvertently) and that he could not have the warranty transferred. David Levin worked with BMW NA to have this member’s CPO Warranty re-instated. Member was so thankful that he wrote a letter to THE ROUNDEL.

Conclusions:

In this reporting period we continued to have a number of issues presented by members which could have been resolved by their reading the terms of warranties and agreements. We also found that in some cases, members didn’t initially supply complete documentation which could aid our analysis and efforts.

As noted, we do have problems with a lack of response by members following our interactions with them. We are attempting to find a solution to this issue.

We’ve discussed possibly asking for a one-time small item to be published in the Roundel hoping to give readers some understanding of the work of the ombudsmen, some suggestions about member conduct with BMW Centers and others. We think this would make BMW ownership more rewarding for members, and make our work as volunteers more meaningful.

Respectfully Submitted: John Gamel, BMW CCA Lead Ombudsman



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Re: March 24, 2017 Board Meeting—Dallas, TX

IT Update

Chapter Financial Statements

The new CFS form was put into production in December 2016. The EIN and beginning retained earnings automatically populate from the previous year's data. Also, the previous year's data appears on the right to assist the Chapter Treasurer with completing the form. This new form has more validation, as a result there were a few chapters who had difficulty making a submission. The validations are necessary to ensure the data submitted is correct.

Charity Matching Funds

The CMF form was put into production in December 2016. Overall, this new form was well received. There were a few chapters who had difficulty with the concept of having to create an application and then add activities to it. Once they understood the process, they added all charitable activities to the application and submitted them. Andrea at the BMW CCA Foundation was kind enough to submit applications for all the chapters that held Street Survival teen driving schools in 2016 on the chapter's behalf.

AssociationAnywhere

Work is well underway to migrate from GoMembers to ACGI's AssociationAnywhere (AA). My work thus far has been centered on extracting data from GoMembers and uploading it into AA. To date, over 1.2 million records have been converted. That number will be multiplied when I get to the membership and transaction records. Working with ACGI and their tools has been mostly good. There have been a few roadblocks, but ACGI assigns the appropriate staff to get the issue resolved. It has been a good working relationship thus far.

I have been working my way through tutorials and watching videos on Oracle APEX. APEX is a rapid software development environment that comes at no additional cost with AssociationAnywhere. It is flexible, and will provide direct access to the membership data so that it can be used to create custom tools for BMW CCA BOD members, staff, Chapter representatives, and even members. APEX can also be used to offer services to third parties via web forms or custom APIs. This allows other entities such as Motorsport Reg the opportunity to integrate more closely with BMW CCA, but allows BMW CCA to restrict the data that is shared.

We have scheduled the AA end-user training for July 19-21. Between now and then we will have completed two full data conversions, and have all of the critical customizations complete. After training, the BMW CCA staff will need to access AA and begin final testing of the system.

AA go-live is scheduled to begin at approximately 5:00 PM on Friday, August 11, and run through Monday, August 14. The final data conversion will be executed over that weekend. There will be a complete outage of membership services online during the go-live period. The only business day on which we anticipate any outage is Monday, August 14. On that day, a representative from ACGI will be on site with BMW CCA to assist with the go-live process.

I will have more information to provide in future reports as we get closer to go-live.

Raffle and Classified Ads Payments

To date, we've used GoMembers to process payments for raffle tickets and classified ads. Given the go-live timeframe for AA, we decided to move the payments for tickets and ads to the main website. The payments will be routed through the same payment process we use for GoMembers, Chase Paymentech. Using the same processor ensures that we keep our fees at a minimum based on our transaction volume. DrupalSquad has assigned a software engineer to the project, and work is underway. This project will require certification from Chase Paymentech before it can be moved into production. We plan on launching the raffle ticket sales period on June 1, 2017.

Datacenter Move

The company who manages our datacenter, Net3, performed a move of our servers from one of their datacenters to another on Friday, March 17. The move was largely seamless thanks to the efforts of Net3 and Integral. The move puts our servers on newer hardware.

Microsoft Licensing Audit

A Microsoft Partner reached out to me to complete a required licensing audit. With the help of Integral, I completed the audit and the Microsoft Partner found that we did not need to purchase any additional licenses.

Cvent Integration

Monterey Weekend and Oktoberfest have two separate registrations that will overlap in 2017. The Cvent integration has been modified to allow for single sign-on for multiple events.

Conference Lines

I configured our phone system and Office365 to make it easier to schedule conference calls. There are now several conference lines that are always available for staff to reserve. The change also makes it possible for us to reserve conference lines while outside of the office.

Chapter Electronic Newsletters and MagnetMail

The following 24 Chapters have notified the National Office that they are now sending their newsletters electronically. The newsletter delivery preference of their members has been changed to e-mail (for those with an e-mail address), and I have notified members about the change and how to elect to receive a copy via US mail instead. There is a separate mailing label report that Steven Schlossman sends to these chapters that only includes members whose preference is to receive the newsletter via US mail.

Bayou Chapter	Buckeye Chapter	Central California Chapter
E31 Chapter	Everglades Chapter	Florida Suncoast Chapter
Heart of Dixie Chapter	Inland Empire Chapter	Iowa Chapter
Kansas City Chapter	Lone Star Chapter	Mountain State Chapter
Nittany Bimmers Chapter	North Star Chapter	Northern Ohio Chapter
Oregon Chapter	Patroon Chapter	Pocono Mountain Chapter
River City Bimmers	Sandlapper Chapter	Sunbelt Chapter
Sunshine Bimmers Chapter	Tarheel Chapter	Wasatch Chapter

There are 16 chapters that have MagnetMail accounts:

Bayou Chapter	Buckeye Chapter	Central California Chapter
Choo-Choo Bimmers Chapter	Lone Star Chapter	Michiana Chapter
New Jersey Chapter	Oregon Chapter	Puget Sound Chapter
River City Bimmers	Smoky Mountain Chapter	St Louis BMW Club
Sunbelt Chapter	Sunshine Bimmers Chapter	Tarheel Chapter
Tidewater Chapter		



Stephen Elliott
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

March 2017 Pre-Board-Meeting Report

Ch-ch-ch-changes: For 2017, we brought back the Mini column under Melissa Cunningham. I like getting more diverse viewpoints into *Roundel*, and I hope that Melissa's youthful enthusiasm is infectious—and that it will last. We have had three previous Mini columnists; I don't know if they run out of things to say about the cars, or just get too busy to write. We'll see how this one goes.

We have already received mail strongly supporting Mi Ae Lipe's "Driving In The Real World" column. It's not that she's talking about stuff we don't already know, but she seems to present it in a fresh way. I am glad that readers seem to get it. Again, I am hoping that she can keep the readers' interest for the long haul.

Most notably, we have *Bimmer's* former editor, Jackie Jouret, writing a monthly historical column for us, and with just two such columns in print, we are receiving very supportive mail. Indeed, some of it suggests that Ms. Jouret should have my position. (*Suggests* in this usage is a polite term for *insists*.) In addition to the historical pieces, we have Jackie doing feature stories for us as well; her story on BMW's ReachNow program ran in the March issue, and we have an upcoming story on Mike Ura's M1. I am pleased and honored to have Jackie in the mix.

Advertising: 2016 was grim, but encouraging. However, so far 2017 looks even worse. Here are the percentages of advertising in all 2016 issues as well as what we've done so far this year.

ISSUE DATE	PAGES	AD PAGES	AD PERCENTAGE
January 2016	132	36.91	27.96%
February	132	42.74	32.38%
March	132	43.58	33.02%
April	132	52.99	40.14%
May	140	51.88	36.84%
June	132	55.33	41.92%
July	132	48.83	36.99%
August	132	54.83	41.54%
September	132	47.41	35.92%
October	132	49.49	37.49%
November	132	42.00	31.82%
December	132	42.16	31.94%
January 2017	132	33.50	25.38%
February	132	37.00	28.03%
March	132	35.91	27.20%
April	132	43.50	32.95%

Our ad ratios are lower than the 2016 numbers for the first part of the year; even though we expect a seasonal slump in the first few months of each year, so far all of our numbers are lower than they were a

year ago. With the demise of *Bimmer* magazine, we are the obvious target demographic for advertisers in that print publication—but Michael Slaff would have a better idea than I do of whether they see this change as an opportunity to expand their presence elsewhere or just a way to save money.

Budget woes: For the first time in my tenure, *Roundel* expenditures exceeded the estimated budget in 2016:

	Jan - Dec 16	Budget	\$ Over Budget	% of Budget
6010 • Outside Contractors				
6014.07 • Roundel Staff	231,877.52	229,095.00	2,782.52	101.22%
6015 • Writers	178,599.00	168,000.00	10,599.00	106.31%
6017 • Computer Services	9,177.49	6,615.00	2,562.49	138.74%
Total 6010 • Outside Contractors	419,654.01	403,710.00	15,944.01	103.95%

Part of the shortfall is due to a more realistic budget process, in which we tried to base 2016 estimates more closely on previous actual costs. However, we also had several high-dollar projects in 2016, including a four-part history of BMW by Ron Wakefield, that were not anticipated when the budgets were calculated. Our classified advertising revenues were up, surprisingly, but our commercial advertising was only 98% of our hoped-for income. Website ads exceeded expectations, but *Roundel Weekly* ad revenues fell short. With some areas exceeding expectations and others falling short, we ended the year with 99.77% of what we had projected as various revenues. Finally, some *Roundel Weekly* costs may have been missed in our original projections.

At this point in 2017, our *Roundel* writing costs are again exceeding our budget projections, but part of this imbalance may be due to “front-loading” our writing agreements. Also, we have added three columnists to the monthly mix without culling any of the old guard, and we are paying more for feature stories by writers of the stature of Jackie Jouret. I have had to explain to several writers who enjoyed *Bimmer*’s \$250 page rate that we pay a flat rate instead.

Roundel Weekly: Our weekly e-mail digest seems to be popular with readers and advertisers as well, although its ad revenues are still disappointing. We may be changing some of the duties of the various players in the *RW* hierarchy, as well as clearly establishing lines of responsibility, possibly as part of our expansion and modification of our online presence. Part of this discussion involves the question of purpose: If *Roundel Weekly* is meant to attract new members to the club, then we should be doing more, I think, first to make it easily available to new prospects, and second, to make it easy to join the BMW CCA with a click within the weekly digest. I think we have assumed that *Roundel Weekly* is another benefit of membership, when it might also be a useful recruiting tool.

Like other special-interest digests, *Roundel Weekly* is linked to many source materials on the Internet, but we also create our own content every week. As we post more and more unique content on the Web, whether under the *Roundel* banner—like Rob Siegel’s weekly “Hack Online” column or our rotating *RW* opening columnists—it is important that we make the archived items easily accessible. As the digest evolves, I expect to become more involved and educated in the process up uploading and modifying content.

Overall, despite the budget shortfall, I remain confident that *Roundel* continues to fulfill our stated mission: to inform, entertain, and provide a sense of community for our members.

Satch



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March 2017
Report of the Creative Director

Since my last report we've streamlined the *Roundel* schedule, had two strategic planning retreats, and begun materials development for 2017 events in earnest.

Roundel

We've refined the Roundel schedule, making 11th of every month the upload date for all page files and mailing lists to Quad Graphics. This helps eliminate the "floating" schedule for final proofing and production. The schedule has been fully adopted, which results in a more predictable schedule for everyone involved, from writers to myself.

Strategic Planning

The strategic planning events in November and February have helped further clarify what efforts and goals we will pursue for the foreseeable future. This will impact decisions made regarding *Roundel*, Membership Drive, Raffle, branding refresh approach and all recruitment and event promotional materials.

The additions of the new Director of Communications and Director of Marketing and Corporate Partnerships are exciting and will significantly increase the variety and scope of projects we can pursue which support the strategic plan.

Events

With Oktoberfest being earlier on the calendar, we are pushing forward with the finalizing of sponsorship materials and developing promotional, event and attendance materials.

Also already in progress are all materials for Legends, Festorics, and Raffle. We are taking on a slightly larger role with Festorics, as their usual designer has signed off. This year we will be developing the event logos and branding in-house as we do with Legends.

App

AVAI has purchased our current platform, CrowdTorch. However, they have a much more powerful and versatile platform available that we are interested in pursuing. The platform is the same as used by the Daytona app and includes features that we can already see as both very useful for members and as attractive to sponsors and advertisers, particularly at events such as Ofest and Legends. If we do pursue this new platform, there will be significant design work involved to achieve a June launch.

Thank You!
W. Len Rayburn
BMW CCA Creative Director

To: BMW Car Club of America National Board of Directors
Tim Beechuk - BMW CCA Board Liaison to DEC
Frank Patek - Executive Director BMW CCA

BMW Car Club
of America



From: Jack Joyner, National Driving Event Committee Chairman

Date: 3/16/2017

Subject: Quarterly Report – 1st Quarter 2017

Travel: NOLA track weekend for Ofest 2017

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Report Items

1. DEC Summit in New Orleans, very good meetings and small changes to distances for spectators and photographers at Autocrosses. Some discussion on autonomous braking and accident avoidance features during track events.
2. ITS and DEC Budget understood as \$25,000 for ITS needs and \$5000 for DEC, \$1000 per region for travel and regional needs.
3. All ITS and DEC travel and money needed will be submitted for approval.
4. NOLA tour was very good, with plenty of space for participants and vendors. Two day Drivers Education, Car Control Clinic and Autocross all at NOLA.

Board Action Needed

The following proposals need Board action:

1. None at this time.

Respectfully submitted,

Jack I. Joyner III
National Driving Event Committee Chairman

BMW CCA Club Racing

Gary Davis

Chairman

18159 Meridian Road

Grosse Ile, MI 48138

734-308-7299

chairman@bmwccaclubracing.com



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March 17, 2017

To: Board of Directors, BMW CCA

Executive Director, BMW CCA

Subject: Club Racing Chairman's Pre-meeting Report for March 24, 2017 Board Meeting.

Travel

January 14-15, 2017 BMW CCA Club Racing Marketing Meeting January 14-15, 2017

March 24-26, 2017 BMW CCA Board Meeting and Club Racing Steward's Workshop

Racer Advisory Committee

North Atlantic:	Shaun McKenzie
South Atlantic:	Eric Nissen
North Central:	Ali Salih
South Central:	Greg Smith
Pacific:	Ralph Warren
Canada:	Isidore Papadopoulos

Appeals and Protests

None

New Business

- BMW CCA Club Racing e-newsletter started in December, 2016 to provide up-to-date information about past and future events along with articles about and from racers.
- New rules to allow BMW CCA members to race non-BMW euro make cars for National Points.
- FCP Euro becomes the newest Premier Sponsor for BMW CCA Club Racing.
- The Club Race at Watkins Glen, traditionally held with Genesee Valley Chapter, will be held in conjunction with Vintage Racers Group (VRG).
- Six (6) BimmerWorld BMW CCA Club Racing Schools scheduled for 2017.

- North American Challenge Race will be held in conjunction with Bimmerfest West at Auto Club Speedway in June, 2017.

Respectfully submitted,

Gary Davis
National Chairman, BMW CCA Club Racing

