

NEWS FROM NATIONAL

FROM: Wynne Smith, Executive Director
TO: BMW CCA National and Service Officers,
Chapter Presidents, Newsletter Editors
DATE: April 23, 2002

MEMBERSHIP STATS as of 04/23/2002

	Full	Associate	Total
Current Membership	61516	7036	68522
Last Month's Membership	60782	6908	67690
Monthly Net Gain (Loss)	734	128	862
Monthly % Change	1.21%	1.85%	1.27%
Last Year's Membership	54221	4738	58959
Annual Net Gain (Loss)	7295	2298	9593
Annual % Change	13.45%	48.50%	16.29%
New Members, 04/02	1742		
Renewals 04/02	76.5%		
Roundels Mailed	62,500		

MOTORSPORTS LIABILITY COVERAGE

Good news! After several days of long and difficult negotiations, and based on our review of the proposals provided by Wisenberg and Naughton (including legal counsel's analysis of more than 100 pages of highly complex proposed policy wordings), it appears that our coverage for 2002/03 will be at least as comprehensive in most respects as our 2001/02 coverage. Moreover, it is even more comprehensive than the 2000/01 coverage in many other significant areas.

Thank you for your patience over the past several weeks. I think everyone can breathe a sigh of relief now.

Special thanks are due to John Niedernhofer and Al Buchanan who have spent many, many evening and weekend hours dealing with potential insurers, reviewing proposed policies and coverages and have worked hard to get coverage in place without any bump in service to the membership. Enclosed with this packet is the Event Insurance Enrollment Form required by Wisenberg.

If you have coverage questions please submit them directly to me rather than contacting Wisenberg. It's really important at this point in our brand new relationship with Wisenberg that we don't overwhelm them with questions. Wisenberg is one of only two MGA's in the country who will write our coverage... we have to do everything possible to get the relationship off to a good start. That begins with having one, single contact person (OK maybe 3 people) rather than several dozen. An example of how coverage questions from membership at large might prejudice us -- consider that by calling Wisenberg inquiring about coverage for minor participants we might have sent up a red flag. No need to panic -- there is coverage for minors under the "specimen" policy that we relied upon in purchasing this coverage. However, given the fact that the BMWCCA policy is not yet formally written and endorsed, all Wisenberg has to do now is tack on an endorsement excluding minors. I'm not saying they will. I'm just saying...for instance...they could if they were going to be stinky.

Pat Brown, our primary contact at Wisenberg, is just a wonderful, wonderful customer service person and I think you're all going to like working with her...we just don't want to frighten her <G>.

The risk managers and I am soliciting questions from everyone so we can "package" them, eliminate the duplications, maybe edit them if need be, and submit them all at one time to Wisenberg. If you could think up and submit your questions within the next 30 days that would be great. Of course, follow-up questions will be allowed as we progress through the season, and we will "collect" and "repackage" them from time to time for submission to Wisenberg, perhaps on a 30-day advance basis, except for time-sensitive issues.

A copy of the application for event coverage is enclosed with this memo and can be obtained by visiting the BMW CCA website.

NEWSLETTER EDITOR/WEBMASTER CONFERENCE

We have had an absolutely fabulous response. . We have a burgeoning agenda with many guest speakers and several vendors. Sir Speedy has once again developed a package to be presented to all attendees offering a 10% discount at any Sir Speedy location. Copyright Clearance Center, a vendor that assists in obtaining permission to reproduce copyrighted content such as articles and book chapters in newsletters, photocopies, course packs, library reserves, Websites, e-mail and more. is sending a representative. MailersClub.com insists that although there are plenty of printers in this world, but none come close to offering you our combination of services, pricing and three day guaranteed turn around (includes full color printing, addressing and delivering to the post office) they will have a representative onsite to explain how. Linda Jorgenson of the Editorial Eye will be on hand to cover Real World Newsletters (to meet Unreal Demands) and How to Get Volunteer Writers to Cough Up Articles. Newsletter editors will be provided a copy of Real World Newsletters free of charge. Leslie Jenkins will reprise her extremely helpful Newsletter Editing - Some tips and ideas on scheduling. Scott Blazey our North Central Regional VP has been dragged once again into the fray on both the Web side and the Newsletter side –and Roundel's Advertising Representative, Michael Slaff who will reprise his very popular - How to Increase Your Advertising and Sponsorship Sales in a Tight Market. Nick Osborne will be on hand with copies of Net Words – Creating High Impact Online Copy for the Webmasters - after all, why invest on delivering a beautifully presented website - if the message itself is poorly crafted?

There's a lot more planned and we are still trying to pin down a representative from Macromedia to attend to present a section on Dreamweaver for our Webmeisters.

We'll be dining Saturday evening at the Biosphere – situated on 250 acres amidst the beautiful Sonoran desert, Biosphere 2 is one of the largest living laboratories in the world. Billed as a monumental feat of engineering, the glass and metal shell hosts several different land types or biomes, where scientists use the latest technology to experiment on Earth systems. Dinner will be served in the Cañada del Oro Restaurant, featuring innovative Southwest and Continental cuisine accompanied by a spectacular view of the Catalina Mountains.

Registrations have been received from:

Newsletter Editor		Webmaster
Allegheny		
Badger Bimmers		Badger Bimmers
		Bayou Chapter
Blue Ridge		
Buckeye		
Connecticut Valley		

Central California		Central California
Delaware Valley		Delaware Valley
First Coast		First Coast
Everglades		Everglades
Florida Suncoast		Florida Suncoast
Genesee Valley		
		Golden Gate
		Gulf Coast
Hawaii		Hawaii
Heart of Dixie		Heart of Dixie
Hoosier		Hoosier
Houston Chapter		Houston Chapter
Inland Empire		Inland Empire
Iowa Chapter		Iowa
Kansas City		Kansas City
Los Angeles		Los Angeles
Michiana		Michiana
Missouri Valley		
Motor City		
		National Capital Chapter
New York Chapter		
Nittany Bimmers		
Northern Ohio		
North Star		North Star
Old Hickory		Old Hickory
Patroon		Patroon
		Peachtree
Puerto Rico		
Puget Sound		Puget Sound
Road Runner		Road Runner
Rocky Mountain		Rocky Mountain
Sacramento Valley		
San Diego		San Diego
Sandlapper		Sandlapper
Sin City		
Smoky Mountain		Smoky Mountain
Sonora		Sonora
St. Louis		St. Louis
Sunbelt		Sunbelt
Tarheel		
Tejas		Tejas
Tidewater		Tidewater
Wasatch		
White Mountain		
Windy City		Windy City

Confirmation packets will go out the first week of May and will include an agenda, information on the hotel and local sites of interest for those of you arriving early or staying after for a day or two, and shuttle passes to and from the airport. We are closing in on the 21-day air fares so don't delay. Looking forward to seeing you there!

OKTOBERFEST

Oktoberfest 2002 in the Rockies is shaping up very nicely 239 people have registered, and the Rocky Mountain Chapter has some wonderful goodies in store for those arriving in 2002s. Be sure to register before 6/15 to avoid late payment penalties!

We are desperate for volunteers for the Safety School and for Concours Judging. If you are planning on attending and can lend a hand please email Tammy_Dye@roundel.org. We're also looking for volunteers for Registration.

RAFFLE 2002

The raffle solicitations will go into the mail from Everett, Mass on April 29th. Please let your chapter members know that if they have not received a solicitation by May 24 – they should call the national office for a replacement flyer. We're raffling M3 Coupes this year at odds of 2800 to 1. Winners will be drawn the week of Oktoberfest (July 14- 19). Best of luck to everyone who participates!

BMW CAR CLUB OF AMERICA FOUNDATION

Several years ago, former BMW CCA Treasurer Tamara Hull approached the BMW CCA Board with the idea of creating a tax-free, charitable Educational Foundation to conduct educational and charitable projects that will be beneficial to the public motoring community as well as to BMW Car Club members. This idea has been discussed several times since and in July of 2000, the Board of Directors gave us the nod to begin the process of forming the Foundation. That process began with the selection of a Board of Trustees and the development of a business plan for the Foundation. The Board of Directors selected include Reid Douglas, Tamara Hull, Leo Newland, Don Dethlefsen, Bob Murphy, John Eveland and Dean Killian. A preliminary business plan was approved by the BMW CCA Board at the March meeting. Since then, the Articles of Incorporation for the BMW Car Club of America Foundation have been filed with the State of South Carolina and a Federal Tax ID has been applied for.

Last week the Foundation's Board of Directors met in Dallas and began the creation o three key programs:

1. The Preservation and Restoration Program will support educational programs that foster art of vehicle preservation and restoration
2. The Library, Archives and Museum Program will create a repository for BMW-related historical documents, literature and paraphernalia, providing club members with access to rare and interesting BMW artifacts while insuring their continued existence.
3. The Driver Safety Program will actively promote and conduct educational programs to improve the car handling skills of young drivers in the hope of reducing accidents, injuries and deaths.

Obviously, this will be expensive. The BMW CCA Board of Directors has provided initial funding of \$25,000 to get the ball rolling, and has budgeted additional funds that it may choose to provide before year-end if development progresses as expected. Individual members will now be able to support the Foundation through financial contributions (possibly on an annual basis in conjunction with tax planning). Beginning this month, renewing members will find a new checkbox on the renewal forms requesting donations toward the development of the Foundation. The Foundation will seek contributions, endowments, and sponsorship from our membership and the general public and will use any funds received to develop and promote these worthwhile programs.

MEETING OF THE BMW CCA BOARD OF DIRECTORS

The next meeting of the BMW CCA Board will be May 18-19 in Salt Lake City, Utah. For details, please call the national office at 864 250-0022.

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best regards,