



NEWS FROM NATIONAL

FROM: Wynne Smith, Executive Director
 TO: BMW CCA National and Service Officers,
 Chapter Presidents, Newsletter Editors
 DATE: December 18, 2003

MEMBERSHIP STATS as of 12/18/2003

| | <u>Full</u> | <u>Associate</u> | <u>Total</u> |
|-------------------------|---------------|------------------|---------------|
| | 66,667 | 8,237 | 74,904 |
| Last Month's Membership | 66,434 | 8,091 | 74,525 |
| Monthly Net Gain (Loss) | 167 | 146 | 379 |
| Monthly % Change | 0.25% | 1.80% | 0.42% |
| Last Year's Membership | 63,660 | 7,348 | 71,008 |
| Annual Net Gain (Loss) | 3,007 | 889 | 3,896 |
| Annual % Change | 4.72% | 12.10% | 5.49% |
| New Members, 12/03 | 1,108 | | |
| Renewals 12/03 | 64.1% | | |
| Roundels Mailed | 67,700 | | |

TECH FEST EAST!

May 13-16, 2004

*in beautiful Reston, Virginia
 (suburban DC, close to Dulles Airport)*



We'll be staying at the Hyatt Regency Reston right at Reston Town Center Tentative Schedule:

Thursday, May 13: Welcome Reception; Vendor Set-up; Registration

Friday, May 14: Vendor Displays; Workshops; Training Sessions; Banquet with Guest Speaker

Saturday, May 15: Vendor Displays; Workshops; Training Sessions; Banquet with Special Guest Speaker

Sunday, May 16: We haven't locked this down but a group of us may be driving westward toward PTG for a tour and other activities...

Watch *Roundel* for more information and registration details!

OKTOBERFEST 2004

Beginning with a 4th of July family picnic on the grounds of the Huntington Ritz-Carlton complete with fireworks, Oktoberfest activities will fill the days with driving activities and social events. Not to be overlooked is the largest Vendor Exhibit Hall in our 34 year history of the BMW CCA Oktoberfest as we take over the entire Exhibition Building at the Pasadena Conference Center.

Our headquarters hotel for Oktoberfest 2004 will be the Hilton Pasadena. Our satellite housing facilities will include the Huntington Ritz-Carlton, the Pasadena Westin, and the Sheraton Pasadena. The dates are **July 4th through the 9th of 2004**. Watch the **ROUNDDEL** for detailed event registration information. Please call or email with any questions: 864 250-0022 or BMWCCCLUB@aol.com

MORE FORMS

We have posted the updated chapter forms to the www.bmwcca.org website. Hard copies are enclosed with this mailing.

January 31 is the first deadline when we'll need your Chapter Comp Listing Request and Chapter Label Request forms. The next big date will be **February 15th** when we'll need all of your Charity Matching Funds Requests. Charity Matching Funds can now be filed on the same form with the 2004 ZF Public Service Awards . Winners of the ZF public Service Awards will be announced at Oktoberfest 2004.

You can fill these forms out online by visiting <http://www.bmwcca.org/forms/formsfset.shtml>

MEETING WITH BMW NA

Mark Jon Calabrese, President; Steve Olsen, Chairman of Club Racing and I traveled to Woodcliff Lake, NJ last week to meet with Larry Koch, Hernando Carvajol and Richard Brekus.

The primary reason for our visit was to reconnect and refocus our relationship with BMW NA - we know it's become murky over the past few years and we'd like to work to resolve that. We began by making a clear statement concerning our relationship with the Foundation that everyone agreed with – basically – the Foundation is soliciting funds from BMW's gifts and donations pocket, and we're soliciting help from their sales/marketing pockets. We discussed and made a list of the many ways BMW NA works with the club:

- Membership Reward Program *1.3 million will be rebated to BMW CCA members in 2003!*
- Sponsorship for corrals
- Sponsorship for Oktoberfest
- Sponsorship of Club Racing
- Glove-box app redesign and printing
- Guest speakers at chapter events
- Banners
- Door prizes
- Support at Vintage events – Lime Rock, Monterey

And discussed areas where we'd like renewed assistance:

- Instructor Training Funds
- Television (Speed) coverage of BMW CCA Club Racing.
- Attendance at Board Meetings
- Attendance at Chapter Congress
- Friends of BMW

All in all the meeting went very well. We will meet with them again in May, 2004 with a view towards 2005 and will be submitting a proposal to them this week as a follow-up to this year's meeting.

BOARD MEETING JANUARY, 2004

The first quarter 2004 meeting of the BMW CCA Board of Directors will be held in Phoenix, Arizona. If there are topics you'd like your Regional Vice President to present, please contact him to make sure your topic appears on the agenda. As always, those of you wishing to observe the open sessions of any board meeting are welcome to do so. Please call the national office 864 250-0022 to let us know you'd like to attend, or send me an email: wynne.smith@roundel.org.

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The National Office will be closed half-day
Wednesday New Years Eve, and Thursday
January 1 New Years Day.

Best regards,

Wynne