



JAGUAR CLUBS OF NORTH AMERICA

2011 AGM Minutes

March 26, 2011

Welcome and Opening Remarks by President Dick Maury.

Dick gave his State of JCNA message. He talked about the loss of two JCNA board members, Nelson Rath, former JCNA Administrator and Chuck Taunt, NW Regional director from the Jaguar Club of Oregon. Both of these gentlemen will be missed.

The JCNA Business Committee reviewed a number of resumes and selected Deanie Kennedy for the position of JCNA Administrator.

Other improvements are the introduction of the E-Newsletter edited by Candy Williams who is doing an excellent job. Also, the JCNA Publications are now handled by George Camp and JCNA Regalia is handled by Steve Kennedy. Sales have already increased tremendously.

Roll Call to establish a quorum.

All 63 clubs have submitted either their proxy or have a delegate at the AGM representing their club. With 2 votes per club, this represents 126 votes. In addition are the 12 regional directors plus the Jaguar Cars Director, the JCNA Administrator, and the JCNA Secretary and Legal Counsel. The secretary and legal counsel each have a vote when they are not otherwise already a director. This is a total of 142 potential votes represented by 78 delegates and 64 proxies thus establishing a quorum. All clubs have paid their dues thus allowing their representatives to have a vote at the AGM.

Committee Reports

Jaguar Cars Report: Jaguar Cars Director Dan Algarin reports that sales are up 12% for Jaguar and 21% for Land Rover. There is a JCNA Member discount of \$750 for the purchase of new Jaguars. Any JCNA member in the US wanting to take advantage of this exclusive program needs to inform their dealer that he/she wants to take advantage of the Jaguar New Car Variable Marketing Program #306. Dan is checking to see if this program is available in Canada. It is not available in Mexico. Please contact your local dealer for more information.

JD Powers recognized Jaguar Cars as Most Reliable Automobile. Jaguar has entered the American Le Mans for the 2011 season.

Jaguar Cars – JCNA Liaison Report: Gary Kincel reports that the relationship between Jaguar Cars and JCNA is very good. If you have a question or request, Gary is the primary point of contact.

Clubs requesting sponsorship must submit their request to the JCNA Administrator by February 28th of each year and the Club Contact Page must be up to date before the request for sponsorship will be considered. Up-to-date contact information must be on the club page for at least the club president, vice president and treasurer.

Treasurer Report: Total income for the past year is \$294,597. Total expenses were \$336,738.

An inventory of current JCNA regalia, publications and trophies is valued at \$59,000. Net losses were predicted to be around \$17,000 and actual losses were \$12,000.

Membership Report: Deanie Kennedy reports that the membership numbers have been adjusted due to a number of duplicates and spelling corrections. Membership numbers as of the AGM are above 4700.

Clubs, please submit your new member information as soon as you receive the new member's check. There is no need to hold your new member information. JCNA dues may now be paid quarterly, \$22 full year, \$ ¾ year \$17, ½ year \$13, ¼ year \$6 New member information will be added to the JCNA roster in time for the next mailing of the Jaguar Journal.

Next year the deadline for receiving all the rosters from the clubs will be moved up to February 1st in an effort to get the membership cards printed before the AGM.

Publications Report: George Camp took over the JCNA Publications department early 2011. Since then sales have significantly increased. A number of new publications have been added and George is always on the look out for new items to add.

JCNA has also received a number of valuable publications from Jaguar Cars and we are very appreciative of Dan Algarin's efforts and keeping us in mind.

Everyone can, and should, sign up to receive bulletins from the JCNA Shoppe when new items are added. You will only be notified when new information is published to the forum, you will not receive and spam.

Trophy Report: George Camp is also in charge of ordering the JCNA pewter trophies. The inventory has been moved from Welsh Jaguar to Coventry West for distribution. JCNA wants to thank Welsh Enterprises for their support over many of the past years and wants to thank Coventry West for their current support. Please support both of these companies as well as all of our sponsors.

The trophy ordering process is being changed. You may view the current price of trophies on the JCNA web site but to place your order, please contact George Camp directly, gcamp@jcna.com or dial 888-258-2524, then select option 3.

George passed around two samples of the trophies we have used in the past and the new trophies he is having made in Mexico and the new ones look substantially better than the old ones. There will be a slight adjustment in the cost of trophies because for years we have been selling them for less than they cost. We will also be changing the cost of shipping the trophies. In the past we have charged \$7.95 to ship trophies whether the order was for one trophy or 300 pounds of trophies. In the future each club will be charged for the actual cost of shipping.

Regalia Report: Steve Kennedy took over the regalia department around the end of April 2011. Since then, the regalia inventory has increased and orders are filled as promptly as possible. When items do need to be ordered, it takes about 3 weeks to replenish stock.

Nominating Committee Report: George Camp assumed temporary Nominating Committee chair duties on or around January 30, 2011 at the request of President Dick Maury when Brock McPherson resigned from the position.

Election results for 2011 Regional directors are, NW Chuck Taunt (d.) Barbara Grayson filling term by Presidential appointment, NC-Gary Kincel; NE-Sherman Taffel, SW-Tom Krefetz, SC-Enrique Vila, SE-Dick Maury. The slate of JCNA officers are Dick Maury for president and John Masters for vice president. A call for further nominations was made and none were received for either position. Nominations for the office of president and vice president were approved by acclamation.

Membership Outreach Efforts: Lou Kairys reports that during the past year 421 requests for membership information have been received. Of that, only 15 have actually joined JCNA. Additional effort from the clubs might help increase membership.

Business Committee Report: Gary Kincel reports that the attitude in general for JCNA has changed for the better. Lots of positive changes have been made since last AGM. There will be a slight increase for the price of the JCNA trophies as there has been no adjustment in many years.

Andy Banta asked if the insurance covers all events or just sanctioned events. Steve Weinstein, JCNA Legal Counsel, answered that yes, it does cover all JCNA events.

Andy then asked if it covers all legal and liability expenses. Steve replied that there is a \$3000 deductible. The coverage covers the club, not necessarily the individuals. If there is an accident during an event, such as a rallye or slalom, the club will be protected from any litigation. It does not cover property damage. Canadian clubs are covered with the same exact coverage. Mexico requires coverage of its own.

Financial Health: JCNA is currently operating in the red. For the year ended 12/31/09 the loss was approximately \$17,140 and based on the 2010 preliminary results we expect to have another loss this year likely to be \$37,642 of which \$27,848 is a one time inventory adjustment.

The most recent dues increase was at the 2006 AGM when dues for JCNA were increased from \$20.00 to \$22.00 per year. We may need to consider an increase to support our financial needs at some future point.

Balance Sheet Comment: On the previous balance sheet JCNA carried items noted as “Inventories” which include: publications, regalia, trophies, national awards, and leaper material. The balance was just over \$58,000 on 3/31/2010. A complete inventory and update of this entry has been completed with D. Kennedy as Administrative Manager. Based on that result, an expense will be booked to year-end 2010 in the amount of \$27,848.

JCNA Shoppe: Through the efforts of George Camp and Steve Kennedy and with the support from our Webmaster, the JCNA shop has made a tremendous leap forward this past year. Total sales were \$36,645 compared to near \$2,000 for the previous year. With a solid structure now in place, this will continue to be another great benefit to the membership.

Recommendations: Although JCNA is a Not-For-Profit (501-(c) 7) organization made up of local clubs and members with a motorsports hobby, JCNA must continue to keep an eye on the financial health of the JCNA organization. With an annual budget that can reach near \$250,000 or more, along with the need for liability protection of those involved in the club and events, income is paramount. With that in mind, we must continue to seek ways to increase our top line revenue in ways that will not cause problems with our non-profit tax status. Not only for day-to-day operations, but more importantly for outreach and marketing activities that will help grow membership.

General Counsel Report: Steve Weinstein reports that there have been several discussions with Jaguar Cars regarding the use of the Jaguar Cars logos. The use of any current or past logos that belong to Jaguar Cars or its predecessors must be approved for use by Jaguar Cars. If a club wants to use the logo, it must first be submitted to Steve Weinstein, sweinstein@jcna.com, and he will then submit it to the people he works with at Jaguar Cars.

As mentioned earlier, JC Taylor does provide insurance for JCNA and its associate clubs. If there is an incident or accident, it should be reported to JC Taylor and the JCNA legal counsel right away. Should any litigation develop at a future point and the carrier not be notified, they could deny coverage.

Awards Committee Report: Kurt Rappold reported that 273 trophies were achieved at various events. Kurt sends out a letter to each recipient to verify spelling and the postal address where the trophy is to be sent. If you do not want your spouse’s name on the trophy, such as a slalom award, do not put it on the form.

Protest Committee Report: Knick Curtis reports that there were four formal protests filed for the 2010 concours season. Two were regarding the fact that judges did not fill in the comment section of the score sheet where it said “**If C&C deductions are made, this section must not be left blank.**” **Note: this term has since been changed from Must to Should at the 2011 AGM.** One protest was filed for a deduction for not having front license plate bracket

on his Series III E-Type. Rules state that it need not be mounted, but must be correct and displayed with the car. Protest was denied. Protest for non-authenticity deduction for color of the headlamp “sugar scoops” on a Series I E-type. It was the responsibility of the entrant to provide documentation regarding the color of the headlamp sugar scoops. Protest was denied.

JCRC Report: Dick Cavicke reports that George Camp has responded to most JCRC related questions. The rule book Table of Contents has been updated and an Index has been provided.

Slalom Committee Report: Steve Weinstein reports that the Slalom program continues to grow. There has been some discussion about splitting the XJS class but no action has been taken.

When clubs are entering scores, they need to type in the Entrant’s JCNA number. Once their names appear, please edit out the name of the person not driving the car. Please contact Steve Weinstein sweinstein@jcna.com for further editing details.

Rally Committee Report: Brian Blackwell reports that 14 rallies were run during the 2010 Rally season. One club ran a Monte Carlo rally. There are still issues regarding the software for entering the rally scores and how the software calculates the scores. The committee is considering having the rally season end November 31st and any rallies run during December will be included in the following year’s scoring, but not action has been taken at this time.

Dave Belanger reminds everyone that SCCA rally scores do qualify towards JCNA rally awards.

Publicity Committee Report: Candy Williams reports that she is working on a new JCNA brochure. These new brochures will be distributed by the JCNA Administrator when they are ready. These brochures are being printed courtesy of Jaguar Cars, thank you to Dan Algarin and Jaguar Cars for this effort.

Clubs, please send articles to Candy for inclusion in the E-newsletter.

JCNA Web Site Report: Ginger Corda, assistant web master, reports that it is not automatic that if a club sends an article to either the Jaguar Journal or the E-Newsletter, that it gets included on the web site so please copy her, gcorda@jcna.com, with any articles. If you have a video, she can get it posted to the web site. The biggest change to the web site has been the vast improvement on items offered through the JCNA Shoppe.

Jaguar Journal Report: Mike Cook reports that advertising is down a bit but he is working to get more advertisers. If you know of a company that may be interested in advertising through the Journal, please have them contact Mike, mcook@jcna.com. He is working with a new printer now so there should be some nice improvements in the Journal soon.

Special Awards Committee Report: George Camp reports for Hazel Beck that the committee has suspended the Fred Horner Award for one year while they review how the recipient is selected. In the past it has only been won by members of 5 clubs in 2 states.

New Business

Proposed Bylaw changes

ARTICLE III. Minimum Number Of Members Required To Start A New Club.

Currently any group of 20 or more may apply for sanctioning to start a new club. The proposal would change that to allow for board approval for clubs with fewer than 20 members. After some discussion, this motion was tabled.

ARTICLE IV, Notification of Meetings This proposal changes the requirement of posting the final AGM agenda in the Jaguar Journal, which requires substantial lead time to allowing the tentative agenda to be posted by current day technology, thus allowing for any future electronic or other means to be used. An amendment was made to the motion by Dave Belanger to include Special Meetings as well as general meetings. Seconded by Mark Stevenson. The motion passed as amended.

ARTICLE V. OFFICERS: Review of Administrator's Contract The current bylaws require the Administrator's contract to be reviewed every three years. The proposal was to bring the review in-line with the terms of the contract, whether it be two years or three years.

This motion was withdrawn by the board as it felt the review of the administrator's performance did not need to coincide with the terms of the contract. This motion was not to review the actual contract at the AGM. That comes under the purview of the Business Committee.

Bylaw Deadline Inconsistencies: There are numerous places in the bylaws where notification of various items require 60 days advance notice, and there are other places where the bylaws require 8 weeks advance notice. The motion to make all such notices 60 days passed.

ARTICLE VI. DIRECTORS, Election of: This proposal changes how ballots are delivered, currently by post through the Journal and how they are tabulated. The proposal to allow delivery of the ballots by current day technology passed. The proposal to provide a non-bias tabulation passed.

JCNA Administrative Issues

New Membership Category: Discussion about a No-Frills membership (no Jaguar Journal or anything else, just a JCNA number to allow for some members to attend events. It was felt that such a membership would cheapen the organization. No action was taken.

Proposal to change the Event Name for Challenge Championship and Western States to JCNA Annual Meet: This proposal was intended to provide a uniformity of the national

event name. The clubs from the western regions did not support this name change. No action was taken.

Discussion to provide JCNA Financial Support for Challenge Championship, Western States and AGM: No clear resolution was developed and no motion was made.

Update for Clubs

Privacy Policy regarding the collection of member email addresses and phone numbers. There are times when direct communication is needed with a member. It is requested that when clubs submit their rosters that they provide the members email address and phone number. Such information will be used strictly for administrative purposes and not for any spamming and the information will not be shared with anyone outside the administrative committee.

Update on JCNA 888-258-2524 Phone Number: Members may now dial one number and have the option of connecting with the JCNA Administrator, option #1, the Regalia Chair, option #2 or the Publications Chair, option #3. The 888 number now works for Canadian members as well but does not work for members in Mexico. The JCNA Administrator can always be contacted via email at dkennedy@jcna.com

Responding to potential new members right away: When potential new members sign up to join a club through the JCNA web site, they are sent a Welcome email along with some other information. This is done to provide the member with some immediate feedback as clubs sometimes do not make any contact until the new member has submitted their check and start receiving the club newsletter.

The PayPal/Credit Card OPTION: This option is once again available to clubs. It allows for new members to pay immediately when they are on the JCNA web site. Clubs do not need to have their own PayPal account. It is all handled through the JCNA web site and clubs will be sent a check at the end of each month for any new members who joined through Paypal. Clubs, please do sign up for this option. For more information, please contact the JCNA Administrator, dkennedy@jcna.com.

JCNA Dues for new members: Clubs can now pay dues for new members quarterly. They do not need to wait til mid-year or the end of the year. As soon as a club receives a new member through a local event or any other means, please send in their information right away so their names can be immediately added to the JCNA roster and they can begin receiving their Jaguar Journal with the next available issue. Dues are \$22 full year, $\frac{3}{4}$ year=\$17, $\frac{1}{2}$ year=\$12, $\frac{1}{4}$ year=\$6.

Deadline for receiving renewals from the clubs

The deadline for receiving all updated club rosters will be changed from February 15th to February 1st so membership cards can be processed and sent out before the AGM. Clubs not submitting their updated roster by Feb 1st of each year will not get their membership cards until a much later date because they will have to be processed manually.

JCNA Life Membership: This option is once again available. Life membership costs \$500 and the member no longer has to pay any JCNA dues. The member does still have to pay club dues. Life Membership benefits are a laminated Life Membership card, Life Member name tag, Life Member polo shirt, Life Member lapel pin and very elegant numbered Life Member car badge. With the joining of Enrique Vila from the Mexico club, there are now 10 Life Members.

New JCNA Region for Mexico: This proposal was set forth thinking it would encourage Mexico to start more clubs of their own. The delegates from Mexico said they are quite happy just being part of the South Central Region. No action was taken.

JCRC (JCNA Concours Rulebook Committee) Proposals

JCNA Sanctioning Rules Enforcement: Clubs will be required to enter a list of current Certified Judges on the JCNA web site before their request for sanctioning will be approved.

Motion by Jerry Nuijen to amend wording so clubs can borrow judges from other clubs. Seconded by Lou Kairys. Motion passed as amended.

Chapter V page 8, item **C. 9. Tires a)** Clarification that the Tire Speed Rating Rule also applies to Driven Division by adding the following text to the paragraph noted: **Cars less than 15 years old must have tires whose speed ratings are equal, equivalent or superior to their original tires.**

Motion to adopt by Dick Cavicke. Seconded by Mark Stevenson. Motion to amend by Don Johnson to begin enforcement beginning in 2012. Seconded by Mark Stevenson. Motion as amended passed.

Chapter VI, Page 12 Note c. Clarification of allowed Electronic Accessories Electronic Telephones, Alarm Systems and Radar Detectors. Change the first sentence to read: "No deduction for neatly installed factory or Jaguar USA-authorized telephones, alarm systems or other accessories."

Chapter VI, Section F, Exterior #15 Reduce the deduction for Clear Bras from 12 points to 4.0 points. Motion by Dick Cavicke to adopt. Seconded by Deanie Kennedy. No discussion. Motion Passed.

Rally Committee Proposals: Brian Blackwell reports that there are no Rallye Committee proposals.

Slalom Committee Proposals: Steve Weinstein reports that there are no Slalom Committee Proposals.

JCNA Celebration of 50th Anniversary of the E-Type: Candy Williams reports that Tom Krefetz has been handling the apparel. The E-type apparel will be available at the Ohio Challenge Championship as well as through the JCNA Shoppe.

The E-Type Anniversary Celebration: This will be featured as part of the Challenge Championship in Dublin, Ohio, July 6-9, 2011. Contact Jim Baker for further information xjjim@columbus.rr.com, 614-846-7032. Information is also available on the JCNA web site.

Promotion of the JCNA Resource Desk Program: George Camp reports that the JCNA Tech Line is now open and can be reached through the 888-258-2524, extension #3. This hotline will be operational during normal business hours EST.

2012 Western States: Tom Krefetz and Jerry Nuijen are planning on hosting the 2012 Western States

Location for 2012 AGM: The Phoenix club had expressed an interest in hosting the 2012 AGM. Motion to adopt by Dennis Eynon, Seconded by Mark Stevenson. Motion passed.

Location for 2013 AGM: The Mexico City club has volunteered to host the 2013 AGM.

Location for 2014 AGM: The Jaguar Club of New England has volunteered to host the 2014 AGM.

Motion to adjourn the AGM by Dick Maury. Seconded by Deanie Kennedy
Meeting adjourned 3:30