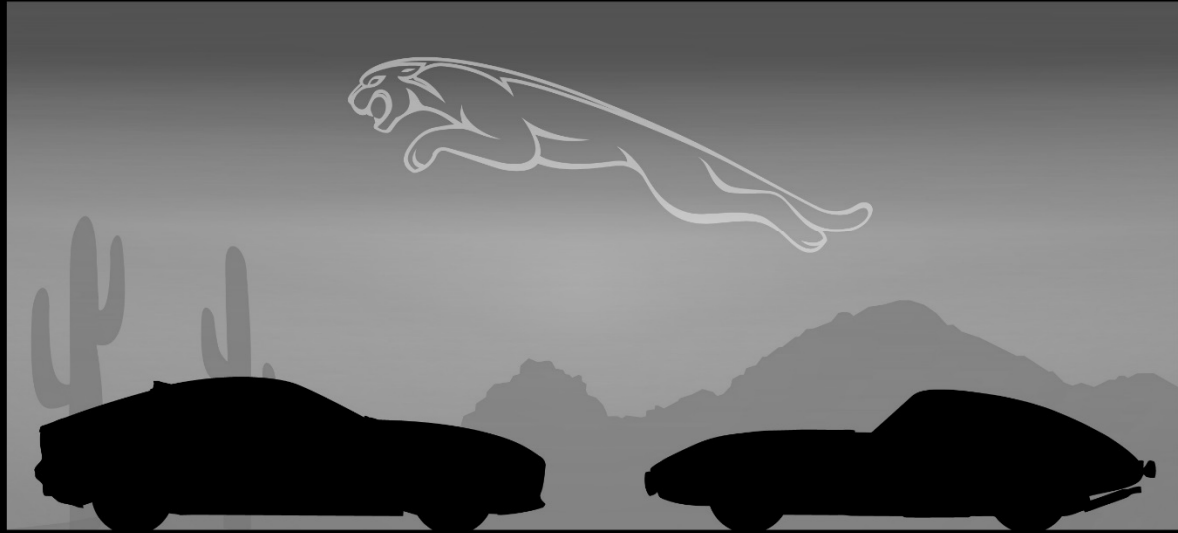


— 2016 —
JAGUAR CLUBS OF NORTH AMERICA
INTERNATIONAL JAGUAR FESTIVAL



JAGUAR CLUB OF CENTRAL AZ
SCOTTSDALE, AZ

Jaguar Clubs of North America

2016 Annual General Meeting

Agenda Packet

April 2, 2016

Scottsdale, AZ.

	<u>JCNA Administration</u>	<u>Delegate #1</u>	<u>Delegate #2</u>
	Jaguar Cars Director	Fred Hammond - D	
	JCNA Treasurer	Gary Kincel - D	
	JCNA Legal Council	Rob Thuss - D	
	Past President	Dick Maury - D	
	<u>North West Region</u>		
NW-32	Jaguar Owners Club of Oregon	Barb Grayson - D	Ed Grayson - D
NW-41	Jaguar D & R Club of NW America	Chris Eseman - D	Glen Read - D
NW-42	Canadian XK Jaguar Register	Carole Borgens - D	Carole Borgens - D
NW-44	Pacific Jaguar Enthusiasts Group	Barb Grayson - P	Ed Grayson - P
NW-61	Jaguar Car Club of Victoria	Carole Borgens - P	Carole Borgens - P
	NW Regional Director	Carole Borgens - D	
	NW Regional Director	Barb Grayson - D	
	<u>North Central Region</u>		
NC-11	Illinois Jaguar Club	Bob Matejek - P	Mike Meyer - P
NC-19	Jaguar Alliliates Group of Michigan	Paul Blunt - D	Paul Blunt - D
NC-28	Jaguar Club of Ohio	Mike Meyer - D	Mike Meyer - D
NC-29	Jaguar Assn of Central Ohio	Mike Meyer - P	Mike Meyer - P
NC-43	Ontario Jaguar Owners Assn	Bob Matejek - P	Mike Meyer - P
NC-45	Jaguar Club of Pittsburgh	Gary Kincel - D	Gary Kincel - D
NC-47	Wisconsin Jaguar Ltd	John Boswell - D	Bunni Boswell - D
NC-49	Jaguar Drivers Club Area 51	Steve Hoback - D	Steve Hoback - D
NC-51	Jaguar Assn of Greater Indiana	Mark Smith - D	Mark Smith - D
NC-59	Jaguar Club of Greater Cincinnati	Mike Meyer - P	Mike Meyer - P
NC-63	Susquehanna Valley Jaguar Club	Mike Meyer - P	Mike Meyer - P
	NC Regional Director	Bob Matejek - D	
	NC Regional Director	Mike Meyer - D	
	<u>North East Region</u>		
NE-08	Jaguar Club of Southern New England	Hal Kritzman - D	Bob Aldridge - D
NE-18	Jaguar Assn of New England	Jim Sambold - D	Howard Kalet - D
NE-22	Empire Division		
NE-23	Jaguar Drivers Club of Long Island	Peter Crespin - P	Dennis Eklof - P
NE-24	Jaguar Afficionados of Greater Buffalo	Peter Crespin - P	Dennis Eklof - P
NE-25	Jaguar Assn of Central New York	Peter Crespin - P	Dennis Eklof - P
NE-26	Jaguar Touring Club	Brian Maidl	
NE-33	Delaware Valley Jaguar Club	Charles Olsen - D	Alex Giacobetti - D
NE-40	Nations Capital Jaguar Owners Club	Bob Engh - D	Diane Delozier - D
NE-48	Ottawa Jaguar Club	John Smiley - P	Lee Harrington - P
NE-52	Jaguar Auto Group	Peter Crespin - P	Dennis Eklof - P
NE-67	Capital Region Jaguar Club of NY Ltd.	Karl Danneil - D	Eleanor Morris - D
	NE Regional Director	Dennis Eklof - D	
	NE Regional Director	Peter Crespin - D	

<u>South West Region</u>			
SW-01	Jaguar Club of Southern Arizona	Doug Dechant - D	Doug Dechant - D
SW-02	Jaguar Club of Central Arizona	Philip Parker - D	Jeff Gennaro - D
SW-03	San Diego Jaguar Club	Dick Cavicke - D	Paul Novak - D
SW-04	Jaguar Owners Club of LA	Steve Kirby - D	Charlie Hallums - D
SW-05	Jaguar Associates Group - SF	Dorothy Smith - D	Les Hamilton - D
SW-06	Sacramento Jaguar Club	Enrique Ugalde - D	Bruce Dunow - D
SW-07	Rockey Mountain Jaguar Club	Steve Kennedy - D	Bob Grossman - D
SW-36	Jaguar Club of Greater Las Vegas	Michael Perger - D	AJ Dowoen - D
SW-39	Wasatch Mountain Jaguar Register		
SW-46	Reno Jaguar Club	Deanie Kennedy - P	Deanie Kennedy - P
SW-60	Inland Empire Jaguar Club		
SW-64	Jaguar Club of Southern Colorado	Lou Harden - D	Jack Humphrey - D
SW-65	Jaguar Club of Northern Arizona	David Dirlam - D	David Dirlam - D
SW-66	New Mexico Jaguar Club	Gloria Chavez - D	Stanley Fitch - D
	SW Regional Director	Jack Humphrey - D	
	SW Regional Director	Doug Dechant - D	
<u>South Central Region</u>			
SC-14	Jaguar Club Mexico	Gary Vaughan - P	Gary Vaughan - P
SC-15	Great Plains Jaguar Owners Assn	Gary Vaughan - P	Gary Vaughan - P
SC-16	Heart of America Jaguar Club	Dyle Wilson - D	Dyle Wilson - D
SC-17	Gulf Coast Jaguar Club	Gary Vaughan - P	Gary Vaughan - P
SC-20	Jaguar Assn of Greater St. Louis	Allen Ellis - D	Allen Ellis - D
SC-30	Jaguar Club of Tulsa	Dave McDowell - P	Dave McDowell - P
SC-31	Jaguar Club of Central Oklahoma	Dick Russ - D	Dave McDowell - P
SC-35	Jaguar Owners Assn of the SW	Alan Barclay - D	Dave McDowell - D
SC-37	Jaguar Club of Austin	Dave McDowell - P	Dave McDowell - P
SC-38	Jaguar Club of Houston	Mike Cook - D	Mike Cook - D
SC-50	San Antonio Jaguar Club	Robert Clemons - D	Robert Clemons - D
SC-58	Jaguar Drivers Club of North Texas	Gary Vaughan - D	Gary Vaughan - D
	SC Regional Director	Gary Vaughan - D	
	SC Regional Director	Dave McDowell - D	
<u>South East Region</u>			
SE-09	Jaguar Club of Florida	no one	no one
SE-10	South Florida Jaguar Club	no one	no one
SE-11	Sun Coast Jaguar Club of Florida	David Hayden - P	David Hayden - P
SE-12	Virginia Jaguar Club	William Sihler - D	David Harrison - D
SE-21	Carolina Jaguar Club	Diane DeFour - D	Ron Kuligowski - D
SE-34	Jaguar Society of South Carolina	George Camp - D	Nicloe Smart - D
SE-54	Jaguar Club of North Florida	no one	no one
SE-55	Music City Jaguar Club	no one	no one
SE-56	Smokey Mountain Jaguar Club	Dick Maury - P	Dick Maury - P
SE-57	North Georgia Jaguar Club	Dick Maury - D	Craig Kerins - D
SE-62	North Alabama Jaguar	David Hayden - P	George Camp - P
SE-68	Jaguar Club of SW Florida	David Hayden - P	David Hayden - P
	SE Regional Director	George Camp - D	
	SE Regional Director	David Hayden - D	



Jaguar Clubs of North America

CR-02

AGM Administrative Issues

Please mute your cell phone.

If you have to take a call, please take it out of the room.

If you have something to say, raise your hand to be recognized.

There will be four microphones placed around the room.

Move to a microphone or wait for it to be passed to you.

This meeting is scheduled to run from 9:00 AM to 3:00 PM.

There will be a break in the middle of the morning session and another break in the middle of the afternoon session with lunch in the middle.

If anyone who earned an End of the Year Competition Award wishes to have the pewter plate presented during the AGM Banquet, please let David McDowell know by the end of lunch today.

Parliamentarian procedures will be handled by the JCNA Legal Council, Rob Thus

Is anyone in need of filing a Delegate/Proxy form, before the meeting starts?

All delegates and represented Clubs must be members in good standing with JCNA for 2016.

New Business issues from a Committee will be covered during the Committee Report.

Thanks to the Jaguar Club of Central Arizona for putting together this great AGM and IJF.

April 2, 2016 JCNA AGM Meeting**Committee Reports:**

			<u>Report?</u>
CR-1	<u>President's Perspective</u>	<u>George Camp</u>	<u>verbal</u>
CR-2	<u>Jaguar Cars Liaison Report</u>	<u>Fred Hammond</u>	
CR-3	<u>Jaguar Cars Liaison Report</u>	<u>Barbara Grayson</u>	<u>yes</u>
CR-4	<u>JCNA Financial Report</u>	<u>Gary Kincel</u>	<u>yes</u>
CR-5	<u>Publications</u>	<u>Dave McDowell</u>	<u>yes</u>
CR-6	<u>Trophy</u>	<u>Dave McDowell</u>	<u>yes</u>
CR-7	<u>Tool Loan</u>	<u>George Camp</u>	<u>yes</u>
CR-8	<u>Regalia Report</u>	<u>Gary Vaughan</u>	<u>inc.</u>
CR-9	<u>Nominating Committee</u>	<u>Gerry Ellison</u>	<u>yes</u>
CR-10	<u>Membership Outreach Efforts / PTS</u>	<u>Ed Avis</u>	<u>yes</u>
CR-11	<u>JCNA Membership Committee Report</u>	<u>Eleanor Morris/Greg Huelsman</u>	<u>yes</u>
CR-12	<u>Business Committee Report</u>	<u>Gary Vaughan</u>	<u>yes</u>
CR-13	<u>Legal Counsel Report</u>	<u>Rob Thuss</u>	<u>yes</u>
CR-14	<u>Special Awards Committee Report</u>	<u>Bob Matejek</u>	<u>yes</u>
CR-15	<u>Concours Rules Committee Report</u>	<u>Gary Cobble</u>	<u>yes</u>
CR-16	<u>JCRC Concours Rules Committee Report</u>	<u>Dick Cavicke</u>	<u>yes</u>
CR-16a	<u>Concours Rule Book</u>	<u>Dick Cavicke/Steve Kennedy</u>	<u>yes</u>
CR-17	<u>Protest Committee Report</u>	<u>Knick Curtis</u>	<u>yes</u>
CR-18	<u>JCNA Rally Committee Report</u>	<u>Jay Hixon</u>	<u>yes</u>
CR-19	<u>Slalom Committee</u>	<u>Tom Wright</u>	<u>yes</u>
CR-21	<u>Jaguar North American Archives</u>	<u>Mike Cook</u>	<u>yes</u>
CR-22	<u>JCNA Web Site</u>	<u>Jack Humphrey</u>	<u>yes</u>
CR-23	<u>Face Book Report</u>	<u>Ginger Corda</u>	<u>yes</u>
CR-24	<u>Jaguar Journal</u>	<u>Peter Crespin</u>	<u>yes</u>
CR-25	<u>Jaguar Journal Committee Report</u>	<u>Rob Thuss</u>	<u>yes</u>
CR-26	<u>JJ and Web Site Advertising</u>	<u>Diane Dufour</u>	<u>yes</u>
CR-27	<u>2017 International Jaguar Festival</u>	<u>Jack Humphrey</u>	<u>yes</u>
CR-27a	<u>IJF Slides from Atlanta</u>		<u>yes</u>
CR-28	<u>2017 AGM</u>	<u>???</u>	
CR-29	<u>Administrator's Report</u>	<u>Harold Leggett</u>	<u>yes</u>
CR-30	<u>Asst. Administrator (Roster and Membership)</u>	<u>Nancy Corbelle</u>	<u>yes</u>
CR-31	<u>Authenticity</u>	<u>George Camp</u>	<u>verbal</u>
CR-32	<u>Awards Management and Competition Awards</u>	<u>Bob Matejek & Dave McDonald</u>	<u>yes</u>

CR-3

JCNA/JLR liaison report June –December 2015 Submitted by Barbara Grayson

The job of JCNA liaison with JLR requires communication between both entities to increase support for each other and keep the continued harmonious working relationship that goes back to the very beginning of JCNA.

JLR has continued the discount program for the purchase of 2015 and 2016 XF, XJ and F-type for JCNA members. They have also now included a \$1000.00 discount program for the 2015 and 2016 Range Rover Evoque. At this time both of the above mentioned programs are slated to end March 31, 2016.

A few other items of interest to the membership is JLR has announced The Jaguar Art of Performance Tour - a get behind-the-scenes access into the cinematic world of Jaguar and be among the first in the U.S. to drive the all-new XE. You'll go from behind the wheel, test-driving the all-new XE, to starring in your own action-packed mini-movie. Not to mention you'll also get up close and personal with the all-new Jaguar F-Pace.

<http://www.jaguarusa.com/all-models/xe/experience-xe/art-of-performance.html>

Pre-Order an XE: In addition to the anticipated JCNA discount, any member who reserves an XE now will receive complimentary built-in navigation. In addition, Jaguar Financial Group will offer a First Month Payment Waiver up to \$800 to customers who reserve a Jaguar XE.

<http://www.jaguarusa.com/all-models/xe/xe-reservation.html>

Pre-Order an F-Pace: Once again, in addition to the anticipated JCNA discount, any member who reserves an F-Pace now will receive complimentary built-in navigation. In addition Jaguar Financial Group will offer a First Month Payment Waiver up to \$800 to customers who reserve a Jaguar F-Pace.

<http://www.jaguarusa.com/all-models/f-pace/f-pace-reservation.html>

These incentive programs have been working very well benefiting both JLR with increased new car sales and added another benefit to existing JCNA members as well as increasing the JCNA member enrollment.

Last summer JLR in conjunction with SVRA held several events at different race tracks across the country for JCNA members to test drive the F-type on track conditions. This event was very well received from all those that took part in the event.

In early January 2016 JCNA received a JLR PO for 2015-2016 support and the invoice has been sent in and a check received. The BOD decided to extend the date for clubs to apply for sponsorship to March 31. After the March 31st deadline the BOD will decide on how to select the clubs for the available support distribution.

Ending December 2015 the communication with JLR was open and went well.

CR-4

Treasurer Report Prepared for the BOD at the 2016 AGM

JCNA corporate policy indicates the duties of the treasurer include, have custody of JCNA funds and securities, keep full and accurate accounts of receipts and disbursements, deposit all money and other valuable effects in the name and to the credit of JCNA, monitor financial position of JCNA, prepare quarterly statements to the BOD, and supervise preparation of Federal and other tax returns. Having recently accepted the role as Treasurer, I thought it important to review the corporate policy and report to the BOD my thoughts around the key responsibilities. My report today will be brief and keep to the high level details. More information is available in the report from the Chairman of the Business Committee.

At the end of calendar year 2015. JCNA had funds available with 2 institutions.

1. With Merrill Lynch, managed by Phil Taxman, our savings was \$190,639.16
2. With Wells Fargo, our combined account balance was \$66,861.09

During the year 2015, after the departure of Deanie Kennedy, we moved to an outside accounting firm. Michael Blissman CPA. Located in Latrobe Pa. They now manage the day to day entry of financial information into QuickBooks with input from various sources including the Administrator, Chair of the Business Committee, and Treasurer. Both the Treasurer and Chair of the Business Committee have on line access to QuickBooks to monitor as needed.

Since the transition to our new Administrator took place in June. And we implemented a permanent mailing address in Sanford NC. Any mail that includes checks is forwarded by the Administrator to the Treasurer for review and deposit of funds into the JCNA accounts. Funds from credit card sales, deposit directly into our Wells Fargo Account, and funds from paypal transactions are regularly swept into our Wells Fargo Account. Our accounts are reviewed monthly and transactions are verified by our CPA firm. Although the mailing process does slow down deposit of funds by a few days, we do have good control, and ability to view activity as needed.

Quarterly financial statements have been prepared for Q3 and Q4 of 2015 and presented to the BOD for their review. The 2015 year end P&L reflected a net loss of \$21,734.39. In part this was due to our accrual method of accounting, causing some recording of invoices and actual receipt of cash for those invoices to be reported in different years. It is my observation that we are in good financial health, able to support normal activities of JCNA from regular income, and have a limited amount of funds available to support new projects and programs approved by JCNA leadership and BOD.

We do not have a 2016 budget. I state that so that everyone involved in financial activities is encouraged to be very diligent, and frugal with regard to areas they are involved with where funds are expended.

Our Tax returns will be prepared by Blissman CPA, and reviewed before sending to the IRS.

Respectfully Submitted.

Gary Kincel
Treasurer

CR-5

JCNA Publications – 2016 JCNA AGM

Submitted by Dave McDowell, SC Regional Director

In 2015 Richard Liggitt agreed to take over the bookstore. Gary V. and Gary K. set this up. Richard's name is listed on the website under Contacts. Under this link, email goes to booksales@jcna.com. Richard indicated he managed book sales for a few months but is no longer doing this. Further discussion is required. The Brochures contact interface under Publications on our website, Publications@JCNA.com, appears to go to George Camp. This needs to be confirmed. The Jaguar Journal still lists George as the Publications contact person. Should this be changed? Dave McDowell was recently asked to assume coordination of our Publications going forward. He and George will discuss further during the AGM.

Our website interface requires additional study. The following statement "Please be sure to indicate your shirt size when applicable" appears below the following Publication titles: Factory Parts Catalogues; Factory Workshop Manuals; Jaguar Archives; Jaguar Books; JCNA Publications; Owner's Handbooks and Road Test Reports. This is misleading and should be changed.

JCNA will continue to distribute the new tri-fold brochures to all our member clubs.

CR-6

JCNA Trophies Report – 2016 JCNA AGM

Submitted by Dave McDowell, SC Regional Director

JCNA's Trophies are available through our online ordering system via JCNA's website. The purchaser places a web based order and uses a credit card, debit card or PayPal to complete the transaction. I am notified when a trophy order is placed. I review it, confirm the transaction, and process the order.

Trophies

JCNA's trophies are acquired through Wilson Armetale. Our Sales Specialist is Jessica Wagner, based in Mt. Joy, Pennsylvania. The trophies are manufactured in Mexico and shipped to PA for final inspection and bulk storage. JCNA's trophy supplies are stored at Coventry West in Columbia, SC. Coventry West provides free storage to us. After an order is placed and confirmed I notify Dick Maury, at Coventry West and Harold Leggett, JCNA Administrator. Dick has the order processed and coordinates shipping to the recipient. Coventry West charges a very modest handling fee of 10% of the shipping amount. Dick and I track inventory during the year. When inventory reaches certain levels I place a new order with WilsonArmetale. Harold is notified on the expenditure. Trophy production has a 12-16 week lead time so it's important to anticipate our club's needs during the busy Concours season.

I will be providing advance notice to clubs this year, by quarter, so we can properly anticipate their sanctioned event needs. However, I am aware of the difficulty local events have ordering ahead when they don't know how many entrants they will have or the competition class list. Trophies are expensive and maintaining a large inventory is difficult for local clubs. JCNA has a "buy-back" program to address this. Clubs can return excess trophies to Coventry West and JCNA will issue a refund check. *However, I can find nowhere on our website where this is explained!* In addition, the following statement: "Please be sure to indicate your shirt size when applicable" appears below the JCNA Trophies masthead. This requires further discussion.

During 2015 the JCNA ordered 550 Champion and Driven trophies from Wilson Armetal. In addition, 225 North American Championship trophies were ordered to fill our North American and Regional award obligations.

Usage and Inventory:

2015 usage was as follows:

1C:	210
2C	39
3C	13
1D	146
2D	64
3D	<u>14</u>
Total	486

This exceeds the prior two years indicating a growing interest in JCNA's Concours, Rally and Slalom events.

Our 2015 closing inventory and cost was as follows:

	Inventory	Direct Cost
1C	58 @ 25.50 =	\$1,479.00
2C	32 @ 28.00 =	\$ 896.00
3C	85 @ 22.75 =	\$1,933.75
1D	56 @ 25.00 =	\$1,400.00
2D	46 @ 25.00 =	\$1,150.00
3D	<u>19 @ 22.75 =</u>	\$ 432.25
	296	
NA	26 @ 25.50 =	\$ 663.00
	Total value =	\$7,954.00
	(Plus shipping)	

The retail value of the above, *excluding* the North America awards which are not purchased by the Clubs, is \$8,172. When shipping cost is included we lose money on trophies.

Our initial 2016 trophy order was placed last December. The following items were received:

1C	232
2C	33
1D	150
2D	50
3D	<u>25</u>
	700
NA	210

Opening 2016 inventory, therefore, is:

1C	290
2C	65
3C	85

1D	206
2D	96
3D	<u>44</u>
	786
NA	236

Cost vs. Retail value

	<u>Cost</u>	<u>Retail</u>	<u>Markup</u>
1C*	25.50	31.00	21.5%
2C	28.00	30.00	7.1%
3C	22.75	28.00	23.0%
1D*	25.00	27.00	8.0%
2D	25.00	24.00	(4.0%)
3D	22.75	22.00	(3.3%)

* most popular awards

We currently lose money on 2D and 3D trophies. Markups on others are inconsistent. **I would recommend the following price changes:**

	<u>Cost</u>	<u>Retail</u>	<u>Change</u>	<u>Markup</u>
1C*	25.50	31.00	0.00	21.5%
2C	28.00	34.00	4.00	21.4%
3C	22.75	28.00	0.00	23.0%
1D*	25.00	30.00	3.00	20.0%
2D	25.00	30.00	6.00	20.0%
3D	22.75	28.00	6.00	23.0%

* most popular awards

In 2015 there were more than 40 North American Concours events, plus 30 Slalom and Rally events. With JCNA's increased membership I'm sure 2016 will be a robust competition season, especially with the new International Jaguar Festival in April.

General Note:

Our website interface requires additional study. For example, as mentioned above, the statement: "Please be sure to indicate your shirt size when applicable" also appears below the JCNA Publications masthead. This also requires further discussion.

END OF TROPHIES REPORT

CR-7

TOOL Program The tool program continues to function well but we have many more tools available than are listed. This is a program that deserves more development but there must be a consolidation and effort put into it. I am considering some options that will be presented to the BOD at the AGM. As with the bookstore this is the largest collection of factory tools in the world by a huge margin.

CR-9

JAGUAR CLUBS of NORTH AMERICA
NOMINATING COMMITTEE

MEMBERS: Gerald Ellison - Chair - nominating@jcna.com
Robert Stevenson - Co-Chair

TO: ROBERT MATEJEK
Secretary - JCNA

The following is the report of the JCNA Nominating Committee:

Elected to the position of **Regional Director** - for the **2016 – 2018** (2-year) Term of Office – serving in their respective Regional districts are the following:

- **Dennis Eklof** - for the *North-East Region*;
- **George Camp** –for the *South-East Region*;
- **Bob Matejek** – for the *North-Central Region*;
- **Gary Vaughn** – for the *South-Central Region*;
- **Carole Borgens** – for the *North-West Region*;
- **Jack Humphrey** – for the *South-West Region*;

*(I would like to Sincerely Thank each of these individuals for their dedication to the **Jaguar Clubs of North America**, by serving the needs of the Clubs and Members of their respective Regions. -- THANK YOU VERY MUCH !!!!! - (gle))*

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THE NEXT JOB of the Nominating Committee –is to seek **Nominations** for the position of **President and Vice-president** of JCNA for the **2016 –to- 2017** (*one year*) **Term of Office**.

As you know, nominations for these positions are usually made by “Self-Nomination” and those eligible to serve must have also been elected to serve on the Board of Directors during the period of Executive Committee service. A notice of the availability of these positions on the Executive Committee has been sent to each of the current **2014 –to- 2016 Regional Directors**, and also sent to each of the “newly-elected” **2016- 2018 Regional Directors**.

THE CURRENT LIST OF OFFICER CANDIDATES FOR THE JCNA EXECUTIVE COMMITTEE HAVING BEEN RECEIVED BY THE NOMINATING COMMITTEE IS :

**** for PRESIDENT : GEORGE CAMP** of the *Jaguar Society of South Carolina* and currently serving his first term as **President of JCNA**. **George** has been re-elected as the **2016 - 2018 South-East Regional Director** on the *JCNA Board of Directors* -(and thus is eligible for election as President at the time of the AGM.) **GEORGE** will be seeking his second term as President of *JCNA*.

**** for VICE-PRESIDENT: BARBARA GRAYSON** of the *Jaguar Owners Club of Oregon*, and currently serving as the **2015 – 2017 North-West Regional Director** on the **JCNA Board of Directors**. In addition to having served several terms as the **N-W Regional Director**, **Barbara** has also served as the **Elected Member** on the **Executive Committee** (*elected by the Board-of-Directors*). **BARBARA** will be seeking her second term as Vice-president of **JCNA**.

On the day of the **AGM**, the list of nominees will be presented to the Delegates. **ADDITIONAL NOMINATIONS OF OTHER ELIGIBLE REGIONAL DIRECTORS MAY ALSO BE MADE FROM THE FLOOR**. When all nominations have been made, the election of the **President & Vice-president** of the **JCNA Executive Committee** for **2016 – 2017** will occur by the majority vote of the Delegates attending (*and by Proxy*) at the **AGM**.

The new board and officers shall take office upon completion of the business of the AGM.

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ALSO:

- Article VI; Section 4- Nominating Committee -states that- "*The B-o-D shall appoint a nominating Committee consisting of three (3) members in good standing, which may receive nominations for regional directors, and will prepare a slate of candidates.*"

Unfortunately one of the Previous members of this Committee has left the Committee and a third member is needed. In previously selecting Members for service on the Committee -I have tried to find someone to represent each third of the **JCNA** Membership - ie- **Myself** -the Eastern Third; **Robert Stevenson** - the Middle Third; and now our President (George Camp) has located a **JCNA** Member – **HOWARD LEE SMITH** – (from San Jose, CA) and a “Member-in-Good-Standing” from the *Jaguar Associate Group (of San Francisco, CA) (S-W Region)* -(ie representing the Western Third of the **JCNA** membership)- who I have talked with and feel will be an ideal addition to this Committee. I would therefore hope that you will vote to appoint **Howard Smith** to the **JCNA Nominating Committee**.

Regards,

Gerald Ellison
Chair – JCNA Nominating Committee

Club #	Region	Club Name	Referrals	Referrals	Referrals	Referrals	Referrals
15	SC	Great Plains Jaguar Owners Association	0	0	2	0	2
17	SC	Gulf Coast Jaguar Club	9	7	7	2	25
14	SC	Jaguar Club of Mexico	0	0	1	0	1
16	SC	Heart of America Jaguar Club	4	9	5	6	24
20	SC	Jaguar Association of Greater St. Louis	4	6	4	3	17
31	SC	Jaguar Club of Central Ollahoma	0	3	5	0	8
30	SC	Jaguar Club of Tulsa	0	0	3	6	9
37	SC	Jaguar Club of Austin	3	3	2	1	9
38	SC	Jaguar Club of Houston	3	6	8	12	29
35	SC	Jaguar Owners Association of the Southwest	4	10	18	5	37
58	SC	Jaguar Drivers Club of North Texas	4	10	18	5	37
50	SC	San Antonio Jaguar Club	3	1	6	1	11
		SC Region Summary	34	55	79	41	209
48	NE	Ottawa Jaguar Club	0	7	2	0	9
8	NE	Jaguar Club of Southern New England	2	4	7	6	19
18	NE	Jaguar Association of New England	7	11	15	11	44
26	NE	Jaguar Touring Club	6	6	11	6	29
52	NE	Jaguar Auto Group	6	7	10	3	26
22	NE	Empire Division	2	13	23	3	41
24	NE	Jaguar Aficionados of Greater Buffalo	3	4	5	3	15
25	NE	Jaguar Association of Central New York	6	6	2	2	16
23	NE	Jaguar Drivers Club of Long Island	2	3	11	2	18
67	NE	Capital Region Jaguar Club of New York					5
33	NE	Delaware Valley Jaguar Club (NE region)	8	12	15	12	47
40	NE	Nation's Capital Jaguar Owners Club	9	20	13	10	52
		NE Region Summary	51	93	117	60	321
54	SE	Jaguar Car Club of North Florida	6	8	14	2	30
9	SE	Jaguar Club of Florida	4	3	5	8	20
10	SE	South Florida Jaguar Club	9	6	19	11	45
11	SE	Sun Coast Jaguar Club of Florida	6	10	16	9	41
62	SE	North Alabama Jaguar Club	3	9	8	1	21
57	SE	North Georgia Jaguar Club	8	19	15	5	47
21	SE	Carolina Jaguar Club	7	8	12	5	32
34	SE	Jaguar Society of South Carolina	8	11	22	10	51
55	SE	Music City Jaguar Club	2	3	10	3	18
56	SE	Smoky Mountain Jaguar Club	5	7	2	2	16
12	SE	Virginia Jaguar Club	2	7	8	3	20
68	SE	Jaguar Club of SW Florida	1	1	7	16	25
		SE Region Summary	60	92	138	75	365
		Member at Large	2	15	39	31	87
		No referral (insufficient information in request)	1	0	0	0	1

NOTE: Some requests were referred to multiple clubs, therefore the total number of referrals on this sheet exceeds the total number of club locator requests received.

Club #	Region	Club Name	Referrals	Referrals	Referrals	Referrals	Referrals
15	SC	Great Plains Jaguar Owners Association	0	0	2	0	2
17	SC	Gulf Coast Jaguar Club	9	7	7	2	25
14	SC	Jaguar Club of Mexico	0	0	1	0	1
16	SC	Heart of America Jaguar Club	4	9	5	6	24
20	SC	Jaguar Association of Greater St. Louis	4	6	4	3	17
31	SC	Jaguar Club of Central OLLahoma	0	3	5	0	8
30	SC	Jaguar Club of Tulsa	0	0	3	6	9
37	SC	Jaguar Club of Austin	3	3	2	1	9
38	SC	Jaguar Club of Houston	3	6	8	12	29
35	SC	Jaguar Owners Association of the Southwest	4	10	18	5	37
58	SC	Jaguar Drivers Club of North Texas	4	10	18	5	37
50	SC	San Antonio Jaguar Club	3	1	6	1	11
SC Region Summary			34	55	79	41	209
48	NE	Ottawa Jaguar Club	0	7	2	0	9
8	NE	Jaguar Club of Southern New England	2	4	7	6	19
18	NE	Jaguar Association of New England	7	11	15	11	44
26	NE	Jaguar Touring Club	6	6	11	6	29
52	NE	Jaguar Auto Group	6	7	10	3	26
22	NE	Empire Division	2	13	23	3	41
24	NE	Jaguar Aficionados of Greater Buffalo	3	4	5	3	15
25	NE	Jaguar Association of Central New York	6	6	2	2	16
23	NE	Jaguar Drivers Club of Long Island	2	3	11	2	18
67	NE	Capital Region Jaguar Club of New York					5
33	NE	Delaware Valley Jaguar Club (NE region)	8	12	15	12	47
40	NE	Nation's Capital Jaguar Owners Club	9	20	13	10	52
NE Region Summary			51	93	117	60	321
54	SE	Jaguar Car Club of North Florida	6	8	14	2	30
9	SE	Jaguar Club of Florida	4	3	5	8	20
10	SE	South Florida Jaguar Club	9	6	19	11	45
11	SE	Sun Coast Jaguar Club of Florida	6	10	16	9	41
62	SE	North Alabama Jaguar Club	3	9	8	1	21
57	SE	North Georgia Jaguar Club	8	19	15	5	47
21	SE	Carolina Jaguar Club	7	8	12	5	32
34	SE	Jaguar Society of South Carolina	8	11	22	10	51
55	SE	Music City Jaguar Club	2	3	10	3	18
56	SE	Smoky Mountain Jaguar Club	5	7	2	2	16
12	SE	Virginia Jaguar Club	2	7	8	3	20
68	SE	Jaguar Club of SW Florida	1	1	7	16	25
SE Region Summary			60	92	138	75	365
Member at Large			2	15	39	31	87
No referral (insufficient information in request)			1	0	0	0	1

NOTE: Some requests were referred to multiple clubs, therefore the total number of referrals on this sheet exceeds the total number of club locator requests received.

JCNA Membership Committee



AGM Report

April 2, 2016

Summary of Key Accomplishments

- Designed and published a “New Club Roadmap” (parts 1 and 2) – an addition to our Membership Resources
- Assisted in the formation of a new club (Jaguar Club of Southwest Florida)
- Through Jack Humphrey, all Membership Resources were loaded onto the new website
- Designed, published and distributed a new JCNA Membership Brochure in 3rd Qtr, 2015
- Maintained a full regional representation from all of North America with each of the 6 regions represented on the JCNA Membership Committee
- Maintained good communications within each region using our Regional Management and Communications Program

Summary of Key Scope of Work Challenges for 2016

- Continue improvements to Membership Resources
- Reset the budget for the Committee; Develop a Expense Reimbursement Policy approved by JCNA and an Expense / Purchase Approval Form
- Determine the appropriateness for and the best ways to communicate to MAL for membership retainage, recruitment and migration to Local Club rosters if desired
- Discussion of possible proposal for more regional events and more events that include owners of ALL types of Jaguars (classics, old, new and everything in between) – to encourage broader participation
- Develop guidelines to assist Regional Directors and Regional Membership Representatives in revitalizing faltering clubs

Submitted by Eleanor L. Morris and Greg Huelsman, Co-Chairs, JCNA Membership Committee

Business Committee Report

2016 Annual General Meeting

The Business Committee is charged with analyzing business related details of JCNA, administering the JCNA Insurance Policies, Working with JCNA legal, to negotiate JCNA independent contractor agreements. Coordinate the duties of the Administrative Manager and look over the financial details of JCNA. In addition, we are available to operating committees and individual leaders within JCNA for advice where needed. We also make periodic recommendations to JCNA officers and BOD related to the current and future financial health of JCNA, and activities that may have an impact on the financial health.

Since the 2015 Annual General Meeting, Gary Vaughan has replaced Gary Kincel as Chairman of the Business Committee. The current Business Committee includes, Greg Huelsman, Gary Hagopian, Philip Taxman, and Gary Vaughan as Chairperson. We hold periodic conference calls as a Committee to discuss current events, and brainstorm new ideas. Shortly after the AGM earlier last year, Deanie Kennedy notified us that she would terminate her service to JCNA at the end of June. A search group was formed, and replacement found.

Financial Health. Since reporting at the AGM, our financial health continues to be good. In our short-term cash accounts with Wells Fargo Bank, we held \$66,861.09 at the end of December, and in our Long Term Savings accounts with Merrill Lynch, we held \$190,639.16. We have no large outstanding payments that need to be made, and our cash on hand will be adequate to cover normal operating expenses, for the balance of the year.

Administrative Manager/Treasurer. In early April, Deanie Kennedy tendered her resignation as Administrative Manager with an effective date of June 30th. Her husband Steve, also tendered his resignation from his positions with JCNA. This was unexpected since, Deanie just signed a renewal for her contractor agreement, but due to personal reasons found it necessary to exercise her 60-day notice clause. Deanie has made significant contributions during the past 5 years, and will

be missed. After accepting her resignation, the business committee held a conference call to determine next steps, and made the following recommendations to our club leadership for consideration. George Camp made a separate selection for Treasurer thus separating these duties from the administrator position.

1. Although we do not have a permanent brick and mortar place to conduct club business, we recommended that we set up a permanent address for mailing purposes.
2. That the regalia sales previously managed by Steve Kennedy be outsourced to a professional company that is experienced with such activities.
3. That we outsource our accounting activities to a professional CPA firm.
4. That we do a search for a new club administrator, and add a second person to serve as membership manager.

These recommendations were accepted by club leadership, and we began the effort to execute these initiatives. After publishing a job description, and seeking the input from our BOD, candidates were interviewed over the phone by a committee comprised of Gary Kincel, Gary Vaughan, and Greg Huelsman. After considering the candidates that were interviewed, offers were made to Harold Leggett for the Administrator position, and Nancy Corbielle as the Assistant Administrator, managing membership. Working with Rob Thuss, contracts were negotiated and signed with both to begin their work in these new roles starting in June 2015. Learning curve/Transition has moved along at a reasonable pace so far for both Harold, and Nancy.

Accounting Firm. At the recommendation of Gary Kincel, the accounting firm of Michael T. Blissman CPA & Company LLC was selected and engaged to take over the accounting functions at JCNA. This firm is located in Latrobe Pennsylvania and can be reached by phone at 724-836-5990. As part of this selection, we (JCNA) decided that we needed to have our accounting data where it is more readily available for viewing by club leadership, we have moved to a cloud-based version of QuickBooks. As with Harold and Nancy, our new firm has gone thru a period of transition/learning, and they have moved along at a reasonable rate and are adding value with the services that are provided by them to JCNA.

New permanent mailing address. After exploring options, and with input from our President, George Camp, We have selected a company in Sanford NC called Traveling Mailbox to provide us with a permanent mailing address. We have already posted this new mailing address on our website, and notified our key vendors of this address. We have reviewed the forms embedded in our website and in use at JCNA and updated them to reflect this new address. Our administrator views the mailbox regularly and moves the mail in the appropriate direction based on the contents.

JCNA Insurance. J.C. Taylor continues to be our insurance broker. Currently we have General Liability for JCNA and affiliated clubs with a coverage limit of \$3,000,000 per occurrence and \$4,000,000 aggregate during a 12-month period. Directors and Officers Liability coverage with a limit of \$1,000,000 per occurrence and aggregate during a 12-month period. Local clubs should request a certificate of insurance for their events; however, the event will be covered even if they do not. Our Liability Insurance coverage currently extends to cover all affiliate clubs and most events that they have. Our Directors and Officers Liability Insurance coverage extends to the National as well as Affiliate Club management group. Insurance has been one of the more active areas of involvement for the business committee this year, mostly with questions regarding coverage and insurability of places where events are held. At the request of the Jaguar Journal Committee, we now have insurance to cover the printing and editorial content of the Jaguar Journal. We recently advised our carrier to cancel the insurance for an upcoming slalom event for reasons that should be explained in other reports to the BOD.

JCNA Shop. Activities that were previously managed by Steve Kennedy have now been split into two categories, hard items such as car badges and lapel pins, and soft items such as hats and clothing. Both hard and soft items have been outsourced with the hard items going to the UPS store in South Carolina. This is the same vendor that prints and distributes JCNA's printed goods. The soft items have been outsourced to ZOME in Washington. ZOME has created a JCNA E-Store web page with existing soft items and several new items being offered to our members. We recommend that a person be identified either as a volunteer, or a paid contractor who will manage Jaguar books, manuals, and catalogs, currently taken care of by George Camp. With no suggestions for people coming from the BOD, George recommended one of our vendors named Richard Liggitt for

consideration. Gary Hagopian and Gary Kincel talking with Richard about this move, and has agreed to handle the publications on a volunteer basis.

Jaguar Journal. Billing for Jaguar Journal advertising is now managed by our new accounting firm with guidance from JCNA contractor and advertising sales person Diane DuFour. Diane has worked with the senior accountant at our new firm to coordinate activities around billing for advertising both JJ, and the Web, and will follow-up on accounts receivable where needed.

Business Committee Makeup. *The business continue to request help from the BOD to identify candidates. In particular, candidates from the NW, SW, and SE regions are needed.* The current business committee has been in place for a number of years. With an eye on fresh ideas, and succession planning, I ask that the JCNA regional directors make recommendations of individuals from all JCNA regions who could participate in this group. The Ideal candidate would be someone who has had experience with this type of work in their past and would be

Membership. With the JLR discount programs that introduced last year, MAL membership has expanded significantly. I will defer to our administrator and the membership committee for more discussion around this growth.

Respectfully Submitted: Chairperson

Gary Vaughan

Jaguar Clubs of North America Profit and Loss Comparative

	Jan - Dec 2015	Jan - Dec 2014	\$ Change	
Income				
701-1 Club Dues	157,259.76	161,742.87	(4,483.11)	
701-2 Members at Large	36,076.27	17,962.03	18,114.24	An amount of \$5,413.19 increased this account due to MAL deferred revenue recorded from sitting on Balance Sheet
701-3 New Member Dues	5,382.50		5,382.50	Started tracking in June 2015
701-4 Event Registrations	370.00	764.14	(394.14)	
701-5 Life Member Income	1,500.00	500.00	1,000.00	3 New Life Members Items posted to this account include PayPal Fees for Regalia/MAL's/Trophy Sales/Publications and returns of Club Dues to various clubs. This was corrected in
701-6 Membership Dues-Pay Pal (deleted)		(4,531.56)	4,531.56	2015. Started recently to break out hard/soft regalia - hard being i.e., Grill Badges - soft being i.e., clothing/hats
702-4 Regalia Sales	8,048.38	12,087.80	(4,039.42)	
Hard Regalia Sales	3,374.98		3,374.98	
Soft Regalia Sales	1,108.26		1,108.26	
Publications	7,464.32	9,240.45	(1,776.13)	
Total 702-4 Regalia Sales	19,995.94	21,328.25	(1,332.31)	
703-1 Advertising	47,290.11	75,062.53	(27,772.42)	\$16,381.25 of 2015 advertising was billed in 2014
703-2 Jaguar Cars	22,500.00	31,500.00	(9,000.00)	Billed one additional time in 2014
703-3 Web Advertising	3,438.00	2,844.00	594.00	These are for Web Banner ads on Website Two billings for Coventry West @ \$375.00 qtr (3rd and 4th Qtr 2015) invoiced in
703-6 Tech Line Advertising	2,250.00	3,000.00	(750.00)	2016.
703-7 JJ Holiday Gift Guides	4,312.64		4,312.64	New for 2015.
704-2 Jaguar Journal Copies	7,016.00	6,088.88	927.12	
704-7 Trophies	13,926.89	17,672.88	(3,745.99)	
704-9 Archive Sales	171.96	367.14	(195.18)	
705-0 Interest Income	3,594.73	1,972.26	1,622.47	An adjustment to correct interest income in the Merrill Lynch account In 2014 - billed Jaguar \$24,500 (\$5,000 - 2014 Western State Sponsorship, Colorado Springs; \$7,000 - 2014 Annual GM Sponsorship, Boston; \$12,500 - 2014 Club Event Sponsorship. Also billed Jaguar \$25,973 (\$12,500 Club Event Sponsorship; \$973 for 1/2 of Farewell Party for Mike Cook; \$2,500 - 2014 Western States Add'l Sponsorship committed by Erik Johnston; \$5,000 - 2014 AGM Add'l Sponsorship committed by Jeff Currie; \$5,000 - 2015 AGM Sponsorship. 2014 TOTAL BILLED \$50,473 - PAID OUT TO VARIOUS CLUBS \$44,048 (See Sponsorship Events Expense). 2015 TOTAL BILLED \$15,000 - PAID OUT TO VARIOUS CLUBS \$25,840 (See Sponsorship Events Expense carried over from 2014)
706-0 Jaguar Cars Club Sponsorship	15,285.00	50,473.00	(35,188.00)	

707-0 Subscriptions	286.40	66.00	220.40
708-0 Other Income	4,107.90	135.00	3,972.90
709-0 Services (Jaguar)	3,844.00		
Total Income	\$ 348,608.10	\$ 386,947.42	\$ (38,339.32)
Gross Profit	\$ 348,608.10	\$ 386,947.42	\$ (38,339.32)

To record gain/losses on CD rollovers not recorded in prior year(s)
New for 2015 - Billed Jaguar for discretionary services

Expenses

800-1 Books - Expense	0.00	0.00	0.00
800-10 PTS Expense		126.06	(126.06)
800-5 Publication Expense	8,787.26	7,924.42	862.84
Publication Shipping	69.96		69.96
Total 800-5 Publication Expense	8,857.22	7,924.42	932.80
800-6 Regalia Expense	8,208.27	8,128.98	79.29
Regalia - Shipping	2,346.26	2,435.79	(89.53)
Total 800-6 Regalia Expense	10,554.53	10,564.77	(10.24)
800-63 Brochures		62.81	(62.81)
800-65 Publications & Regalia Contract	6,250.00	10,000.00	(3,750.00)
800-7 Trophies Expense	24,440.46	25,966.69	(1,526.23)
Trophies Shipping	42.90		42.90
Total 800-7 Trophies Expense	24,483.36	25,966.69	(1,483.33)
800-9 Other Expense		0.00	0.00
801-0 Accounting Expense	8,612.50		8,612.50
801-2 Legal	106.73	149.61	(42.88)
801-3 Processing PayPal Fees	950.92		950.92
802-0 Bank Charges	269.00	162.86	106.14
802-1 Credit Card Service Charges	4,914.63	4,231.41	683.22
802-2 Interest/Finance Charges	152.60		152.60
802-7 Sponsored Events	30,840.00	44,048.00	(13,208.00)
803-0 Insurance	12,476.14	17,585.21	(5,109.07)
804-0 License & Tax	4,768.88	25.00	4,743.88
805-0 Postage - Administrative	1,743.16	465.68	1,277.48
806-0 Printing/Copying	4,782.87	55.59	4,727.28
807-0 Office Supplies	800.13	1,080.19	(280.06)
808-0 Telephone	676.99	535.52	141.47
809-0 Web Site	28,539.00	13,164.90	15,374.10
809-2 Web Site Asst Mgr	250.00	500.00	(250.00)

4 payments in 2014 (2-George Camp \$2,500/2-Steve Kennedy \$2,500) versus
2015 (1-George Camp \$2,500/1-Steve Kennedy \$3,750)

New in 2015.

Grossed up sales and recorded cost of accepting PayPal

Cost of accepting Credit Card payments

See above income notes + 2015 Challenge Championship hosted 09/16/15 -
09/20/15

Recorded quarterly from Prepaid Insurance on Balance Sheet./In 2014 had JJ
Publisher's Liability in this account - Correct in 2015.

2015 IRS payment and Delaware Registrations
In 2015, paid \$1,258.91 for Deanie to ship accounting records to Gary
UPS Store Invoice for Brochures \$4,427.94

In 2015, upgrades and maintenance to website were paid

810-0 Other Administrative Expenses	1,287.07	402.27	884.80	Traveling Mailbox was added in 2015 - \$550.00 for annual fee + various billings to forward the mail.
811-0 Dues and Subscriptions	280.75		280.75	
820-1 Administrative Manager	36,000.00	36,000.00	0.00	
825-0 Donations		270.83	(270.83)	
830-1 Meetings-AGM	7,182.84	2,410.82	4,772.02	In 2015, \$3,845.56 was paid to Delaware Valley Jaguar Club for Director's events; \$2,500 was paid to Jaguar Club of Central Arizona for AGM.
830-3 Travel Expense	6,378.38	7,046.94	(668.56)	
850-0 Member Expenses	304.89	(48.88)	353.77	
850-1 Other Membership Expenses	1,148.96	122.99	1,025.97	In 2015, \$725.00 paid for help in setting up the 360 Online Office for tracking memberships.
851-0 Membership Card Mailing	3,529.55	4,206.20	(676.65)	
851-1 Membership Mailing Supplies	970.28		970.28	
851-2 Membership Postage	5,390.85	2,423.13	2,967.72	Not as much billed from IPM Colorado in 2014 versus 2015 - timing difference. An increase in 2015 from 2014 bill for Capital Printing \$1,640.95 in 2014 versus \$2,259.17 in 2015
851-3 Membership Card Printing	2,576.32	1,640.95	935.37	
851-4 Membership Contractor Services	5,736.00		5,736.00	
851-5 Membership Mailing List Service	20.00		20.00	
853-0 PTS Mailing Expenses		2.24	(2.24)	
858-0 Life Membership Expense	345.16	72.97	272.19	
860-5 National Events	5,000.00		5,000.00	Jaguar Club of Central Arizona - IFJ
860-6 National Event Trophies	215.00	509.80	(294.80)	
865-0 Tool Loan Program	(269.93)	1,880.32	(2,150.25)	Timing showing as (income) until tool refund issued when returned
865-2 Tool Loan Shipping	121.06	0.00	121.06	
Total 865-0 Tool Loan Program	(148.87)	1,880.32	(2,029.19)	
865-1 Tool Loan Deposit (deleted)		0.00	0.00	
870 JAGUAR JOURNAL EXPENSES	934.60	2,206.20	(1,271.60)	See JJ Profit & Loss for 2015 comparative to 2014
871-0 JJ Editor Expense	34,500.00	30,490.66	4,009.34	
871-1 JJ Contributing Editors	830.28	200.00	630.28	
871-2 JJ Associate Editor	4,900.00	4,200.00	700.00	
871-3 JJ Commission Expense	5,612.56	7,898.44	(2,285.88)	
872-0 JJ Mailing	35,735.20	29,684.81	6,050.39	
873-0 JJ Printing/Layout	57,954.10	54,490.09	3,464.01	
874-0 JJ Design Fee	1,625.00		1,625.00	
875-0 JJ Advertising Pay Pal Discount	8.91	11.22	(2.31)	
876-0 Publisher's Liability Insurance	1,996.00		1,996.00	
Total 870 JAGUAR JOURNAL EXPENSES	144,096.65	129,181.42	14,915.23	
Total Expenses	\$ 370,342.49	\$ 322,770.72	\$ 47,571.77	

Net Operating Income	\$ (21,734.39)	\$ 64,176.70	\$ (85,911.09)
Other Expenses			
999-0 Temporary Account	0.00		0.00
Total Other Expenses	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00
Net Income(Loss)	\$ (21,734.39)	\$ 64,176.70	\$ (85,911.09)

NOTES:

- 1) All reports are produced on the accrual basis of accounting not cash basis of accounting.
(Accrual - recognizing revenue when invoiced and expenses when entered as an accounts payable).
- 2) The Merrill Lynch CD accounts on the Balance Sheet did not reflect the cost value reflected in the statements received; adjusted in 2015.
- 3) There were several accounts on the Balance Sheet (i.e., deferred MAL revenue, deferred Club Dues) that have been adjusted in 2015.

Jaguar Clubs of North America Balance Sheet

As of December 31, 2015

	As of Dec 31, 2015	2014	\$ Change
ASSETS			
Current Assets			
Bank Accounts			
100-1 Cash in Bank - Operating SYB (deleted)	0.00	0.00	0.00
100-2 Wells Fargo - Operating (9417)	7,861.34	12,009.70	(4,148.36)
101-1 Cash in bank - Money Market-SYB (deleted)	0.00	0.00	0.00
101-3 Wells Fargo-Savings (6743)	39,382.08	72,956.78	(33,574.70)
101-4 Wells Fargo - Savings (from Pay Pal) (6735)	17,317.55	3,245.45	14,072.10
101-5 Cash in Bank PayPal (old) (deleted)	0.00	0.00	0.00
101-5 PayPal	4,710.63		4,710.63 Was not on books in 2014.
103-1 Merrill Lynch - Cert of Deposit (deleted)	0.00	0.00	0.00
103-2 Merrill Lynch - CD 2 (deleted)	0.00	0.00	0.00
103-3 Merrill Lynch-Goldman Sachs	8,000.00	7,000.00	1,000.00
103-4 Merrill Lynch-Goldman Sachs 1	18,000.00	18,000.00	0.00
103-5 Merrill Lynch-Firstbank of PR (deleted)	0.00	0.00	0.00
103-6 Merrill Lynch-American Express	19,000.00	19,000.00	0.00
103-7 Merrill Lynch-Goldman Sachs BK	23,000.00	23,000.00	0.00
103-9 Merrill Lynch-CIT Bank	25,000.00	20,000.00	5,000.00
104-0 Cash in Brokerage Account	32,765.90	3,955.84	28,810.06
104-1 Merrill-CD Capitol Fed Savings (deleted)	0.00	0.00	0.00
104-2 Merrill Lynch-Synchrony Bank	21,000.00	22,000.00	(1,000.00)
104-5 Merrill Lynch-Capmark Bank	22,000.00	19,000.00	3,000.00
104-6 Merrill Lynch-American Express Cen	23,000.00	22,000.00	1,000.00
104-8 Merrill Lynch-GE Capital Bank	0.00	30,000.00	(30,000.00)
Total Bank Accounts	261,037.50	272,167.77	(11,130.27)
Accounts Receivable			
200-1 Accounts Receivables	22,709.35	52,479.14	(29,769.79)
Total Accounts Receivable	22,709.35	52,479.14	(29,769.79)
Other current assets			
202-0 Accrued Interest Current	0.00	0.00	0.00
208-0 Undeposited Funds	0.00		0.00
300-0 Inventory - Publications	428.50	428.50	0.00 Pending adjustment for tax purposes.
301-0 Inventory - Regalia	13,099.76	17,255.95	(4,156.19)
301-1 Inventory - Shirts (deleted)	0.00	0.00	0.00
302-0 Inventory - Trophies	7,954.00	8,575.00	(621.00)
303-0 Inventory - National Awards	1,225.00	1,225.00	0.00 Pending adjustment for tax purposes.
304-0 Inventory - Leaper Materials (deleted)	0.00	0.00	0.00
305-0 Inventory - E-Type Badges/Pins	2,058.65	2,015.65	43.00
306-0 Inventory E-Type Calendars (deleted)	0.00	0.00	0.00
307-0 Inventory E-Type 50th Clothing (deleted)	0.00	0.00	0.00
Offset A/R and A/P	0.00	135.00	(135.00)
Uncategorized Asset	0.00	1	0.00

Total Other current assets	24,765.91	29,635.10	(4,869.19)	
Total Current Assets	308,512.76	354,282.01	(45,769.25)	
Other Assets				
400-0 Prepaid Insurance	6,639.11	6,767.25	(128.14)	
400-1 Prepaid Dues (deleted)	0.00	0.00	0.00	
400-1 Prepaid Insurance-JJ	1,996.00		1,996.00	New for 2015 - policy begins in 2016.
400-2 Prepaid - Other (deleted)	0.00	0.00	0.00	
Total Other Assets	8,635.11	6,767.25	1,867.86	
TOTAL ASSETS	\$ 317,147.87	\$ 361,049.26	\$ (43,901.39)	
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
500-1 Accts Payable	4,950.93	2,113.47	2,837.46	
502-0 Deferred Club Dues	0.00	0.00	0.00	
503-0 Deferred MAL Dues	0.00	3,080.99	(3,080.99)	Adjusted year-end 2014 and balance recorded as revenue in 2015.
504-0 Deferred Subscriptions	0.00	0.00	0.00	
Total Accounts Payable	4,950.93	5,194.46	(243.53)	
Credit Cards				
507-0 Credit Card	1,026.53		1,026.53	Not recorded as credit card payable in 2014. - Expenses were recorded when credit card was paid in full - not accrual basis of accounting.
Total Credit Cards	1,026.53	0.00	1,026.53	
Other Current Liabilities				
508-0 Deposit Tool Loan Program	0.00	0.00	0.00	
509-0 Due to Affiliate Clubs	2,050.00		2,050.00	This account was set-up in 2015 for those dealerships that pay respective club dues at the \$55 per member. \$30 is recognized as income-Club Dues and the other \$25/member is given to the club whereby no revenue is recognized on JCNA's books.
Total Other Current Liabilities	2,050.00	0.00	2,050.00	
Total Current Liabilities	8,027.46	5,194.46	2,833.00	
Total Liabilities	8,027.46	5,194.46	2,833.00	
Equity				
600-00 Net Assets -Unrestricted	259,193.10	259,193.10	0.00	
699-9 Retained Earnings	96,661.70	32,485.00	64,176.70	
Net Income	(21,734.39)	64,176.70	(85,911.09)	
Total Equity	334,120.41	355,854.80	(21,734.39)	
TOTAL LIABILITIES AND EQUITY	\$ 342,147.87	\$ 361,049.26	\$ (18,901.39)	

NOTES:

- 1) All reports are produced on the accrual basis of accounting not cash basis of accounting.
(Accrual - recognizing revenue when invoiced and expenses when entered as an accounts payable).
- 2) The Merrill Lynch CD accounts on the Balance Sheet did not reflect the cost value reflected in the statements received; adjusted in 2015.
- 3) There were several accounts on the Balance Sheet (i.e., deferred MAL revenue, deferred Club Dues) that have been adjusted in 2015.

CR-13

FROM: Rob Thuss, Legal Counsel

TO: JCNA BOD
c/o Bob Matejek, Secretary

RE: 2016 AGM BOD Legal Report

Legal Report: Legal Concerns
Club Bylaws and Member Group Agreements
Contractor Renewals

DATE: March 20, 2016

Legal Concerns:

In, general, JCNA does not have legal concerns to report. However, there is a matter that warrants discussion in a “closed” BOD session.

Club Bylaws and Member Group Agreements:

Our member groups have responded and provided copies of their group bylaws and also executed revised member group a/k/a affiliation agreements. The request for bylaws was for record-keeping purposes. The revised group agreements are likewise records JCNA should maintain. Also, the group agreements were out-dated and needed revision. A draft of these revised agreements had been provided in the August, 2015 legal report.

Contractor Renewals:

Renewals with our contractor positions are scheduled to occur in conjunction with the AGM, and we’ll prepare renewal contracts, accordingly.



Jaguar Clubs of North America

CR-14

Special Awards Committee

Our Committee is responsible the criteria and selection for the:

Andrew Whyte Service Award – for outstanding service to the Club and / or JCNA

Fred Horner Sportsmanship Award – for the most participation in car events

Top JCNA Web Site Award

Dealership of the Year

Karen Miller Award - for the "Top Editor"

Newsletter Awards for:

Photos

Travel Articles

Event Articles

Heritage Articles

Technical Articles

Jaguar Life Articles

This past year, we updated the new JCNA Web Site with all the applications and brought the displayed record up to date. We are still working on completing the newsletter award records going back many years.

We do meet monthly, but most of our work is crunched in between December and February, after the year ends but before the AGM.

We had great candidates in all categories and all could have been winners, but that's just not possible. We hope those who did not win this year will apply again next year.

We have a great committee that is spread out around the country and we meet on interactive conference and computer calls. We would certainly welcome any new members which would help break up the categories and regions, make things easier and speed up the process.

At the 2017 AGM, we plan to put on a seminar on what we like to see in Club Web Sites and Club Newsletters.

Bob Matejek, Special Awards Chair

Hazel Beck

Paul Petach

Jennifer Orum

Mike Cook

Mary Snyder

CR-15

Spring 2016 Concours Committee (CC) Report

Date: February 5, 2016

To: JCNA President and Board of Directors

From: Gary Cobble, Chairman, JCNA Concours Committee (CC)

CONCOURS COMMITTEE REPORT

1 – Committee Members

<u>Reg</u>	<u>Name</u>	<u>Club</u>	<u>Member Status</u>
SW	Mike Zavos	Inland Empire Jaguar Club (SW60)	Current
SE	Dave Kirkman	North Georgia Jaguar Club (SE57)	Current
SC	Patti McClane	Jag Owners Assn of the SW (SC35)	Current
NW	Tom Doyle	Canadian XK Jaguar Register (NW42)	Current
NE	Jim Sambold	Jaguar Association of New England (NE18)	Current
NC	Paul Cusato	Jaguar Club of Ohio (NC28)	Current

Jaguar's Concours Rules Committee Representative

Dick Cavicke

2 - General Activity and Duties

- a. Monitor the JCNA and Jag-Lovers Forums concerning the JCNA activities in general and the Concours discussion in particular.
- b. Consider and recommend Concours Program changes based upon Concours Entrants, Judges, Chief Judges, Concours Chairman, and Club Presidents feedback and input regarding problem areas in the administration of the Concours Program.
- c. CC Chairman to monitor/approve Concours Sanction Requests and Concours Scoring Results

3 – Problem Areas Identified to Date and Suggested Action

- a. **Judging Authenticity Guides** – More model-specific Judging Authenticity Guides are needed across the range of the Jaguar production models.

Proposed Action

1. Request the attention of the Judge's Concours Rules Committee(JCRC) and JCNA to produce additional Authenticity Judging Guides.
- a. **Concours Sanctioning** – There is concern by the Concours Committee that a number of Local Clubs do not follow the JCNA Judging Rules and Guidelines.

Proposed Action

1. The sanctioning process for the JCNA Local Club Concours will require the local club's President, Concours Chairman, and Concours Chief Judge to execute a pledge in writing that the Concours will be conducted in full compliance with the JCNA Concours Rules and Guidelines current at the time of the Concours. Should a local club not comply with the JCNA Concours Rules and Guidelines, the JCNA reserves the right to review the non-compliance and apply appropriate action(s) as necessary. This requirement will be effective beginning in calendar year 2016.

- b. Upper or Second Tier Concours Program** - Per the Directive of the Board of Directors at the 2015 Annual General Meeting, the Concours Committee was to define an Upper or Second Tier Concours Program for consideration by the Board of Directors at the 2016 Annual General Meeting

Background

1. This task is prompted by concerns of many JCNA members that the existing JCNA Concours Awards Program is based on misleading and/or erroneous input.
2. The misleading and/or erroneous scores result from the varying levels of knowledge each Judge has of the models being examined, the subjectivity of the assigned cleanliness and condition deductions and the philosophy of each host club.
3. For the past decade, the JCRC has attempted to standardize JCNA judging by rules clarification, compulsory Judges training and testing, and the publication of model-specific Judging Guides. JCNA now also requires that each club applying for a concours sanction, have a minimum of eight (8) fully rules-trained and currently tested/Certified judges.
4. While these changes have corrected some program shortcomings, there continues to be questionable scoring differences between clubs for equally prepared Entries. These scoring differences have caused significant upset among concours competitors and the proliferation of inflated and perfect scores have cast doubt on the validity of the JCNA awards program though-out the collector-car world.
5. There is wide acknowledgement that additional Judging Guides and the training, testing and certification of Model/Class experts would go a long way toward increasing the judging accuracy of those Judges and clubs willing to participate in such a program. JCRC will be encouraged to work toward that goal.
6. However, there is also wide acknowledgement that any dramatic improvement in judging proficiency may be years away, if ever, and something must be done now to improve the legitimacy of the JCNA awards program, using the existing judging talent. It was decided that administrative changes were required in the award program, hence, the formation of the Concours Committee.

7. **Toward that end, the JCNA Board of Directors has directed the JCNA Concours Committee to establish an Upper or Second Tier Concours Program Proposal for consideration by the Board of Directors at the Annual General Meeting in 2016.** This Upper or Second Tier competition would require a side-by-side judging of pre-qualified Entries, in specified classes, by the most knowledgeable and well-prepared Judges available.

Proposed Action

1. **The existing Concours program will proceed unchanged. The scores will continue to be reported and displayed on the JCNA website.** The existing program name will be revised to **JCNA Local Club Concours** to better distinguish the existing program from the Upper or Second Tier Program.
2. **The JCNA Regional Concours competition will proceed unchanged. The Concours Committee suggests that the Regional Championship require 3 qualifying scores rather than the current requirement of 2.**
3. A name should be established for the Upper Tier or Second Tier Concours Program. The Concours Committee suggests the name **JCNA Invitational Concours**. As the name implies, this Upper Tier or Second Tier competition is accessible only through an invitation process and is provided for Jaguars both Championship and Driven. **The JCNA Invitational Concours will be held as a separate and stand-alone event within the annual JCNA International Jaguar Festival.**
4. To receive an invitation to participate in the **JCNA Invitational Concours**, the Concours Committee suggests the Entrant win first, second, or third place in their JCNA Regional Concours. This will provide eligibility for an invitation to the **JCNA Invitational Concours** for the following two calendar years.
5. It is recommended that the JCNA Chief Judge and the JCRC establish a database of class-qualified and experienced Judges, while encouraging expanded and more complete training. As feasible, some number of these Judges will be invited to participate in each **JCNA Invitational Concours** event, however, availability and associated expenses will not assure their presence.
6. The judging Standard at the **JCNA Invitational Concours** will be per the JCNA rules at the time of the Event along with the JCRC supplementary rules specifically designed for the **JCNA Invitational Concours**. The Concours Committee suggests that the JCRC consider bolstering the current Concours Rules to include, but necessarily limited to, operation of all gauges, interior lighting, cigar lighter, glovebox & lighting, console, radio/sound system, air conditioning, heating, windscreen washers, window lifts (manual & electric), heated seats, keylocks, clock, and “tickover” of the engine.

7. The **JCNA Invitational Concours** will include **Championship Classes C1/PRE through C13/JS and Driven Classes D1/PRE through D9/XJS**. This will be updated annually by the JCRC to include Championship and Driven Classes of approximately 20 years old or older.
 8. The **JCNA Invitational Concours** awards will be presented up to 3 deep by JCNA to the Entrants receiving the highest scores with a minimum score being 99.00/9.90 for First Place, 98.00/9.80 for Second Place, and 97.00/9.70 for Third Place. No award is given should the score fall less than the minimum.
 9. Upon approval of the Concours Committee Upper or Second-tier proposal, the JCRC in coordination with the Concours Committee, will present the detailed specifics for consideration by the Board of Directors at the 2017 Annual General Meeting, or at a time that is practicable.
- c. **Inadequate Number of Judges per Judging Team** – If the Board of Directors approves the Upper or Second Tier Concours Program, the Concours Committee has concerns regarding the adequacy of the number of Judges.

Proposed Action

1. The Concours Committee suggests that the number of Judges per judging team and the time of judging of the Upper or Second Tier Concours Program utilize 3 Judges for the entire car as a Team for a time not to exceed 20 minutes including judging the addition of the proposed interior items.

4 – Request of the Board of Directors

The Concours Committee requests the JCNA Board of Directors approval of the Concours Committee's pursuit of the above Action Items

Respectfully submitted,

Gary Cobble

Chairman, JCNA Concours Committee and JCNA Archivist

CR-16

Date: February 12, 2016

To: JCNA President and Board of Directors

From: Dick Cavicke, Chairman, JCNA Judge's Concours Rules Committee (JCRC).

Subject: Spring 2016 JCRC Report

1. JCRC Membership:

Region	Name	Club	Term Expiration
SW -	Dick Cavicke (Chair)	San Diego Jaguar Club	JCNA President Appoints
SE -	Mike Mueller	Jaguar Club of Austin	April 30, 2017
SC -	Rufus Coburn	Jaguar Club of Austin	April 30, 2017
NW -	Art Dickenson	Pacific Jaguar Enthusiasts Group	May 1, 2016
NE -	Hal Kritzman	Jaguar Club of Southern New England	May 1, 2016
NC -	Bob Stevenson	Jaguar Affiliates Group of Michigan	May 1, 2016

2. JCRC Activity Summary:

- Monitored the JCNA and Jag-lovers Forums concerning JCNA/AGM activity in general and concours in particular.
- Received one formal rules change proposal that clear bras be allowed in Driven Division. A copy of the request is attached and the JCRC comments are listed below as **Item #3**.
- Provided extensive input to the Concours Committee (CC) supporting their BoD directed task to propose a two-tiered awards program. JCRC does not agree with several of the suggestions offered in the CC report to the BoD. Specific concerns follow at Item #4.
- Requested all clubs to submit a listing of their model-expert Judges by class. A limited number of clubs responded. The information is being entered into a database.
- Miscellaneous administrative Rule Book edits have been proposed by the Rule Book Editor, Steve Kennedy. JCRC approves their incorporation.

3. Formal Concours Rule Change Proposal:

a. The Request

John and Kathy Schindler, members of the Jaguar Club of Ohio, submitted a comprehensive rules change request (attached separately) to allow clear bras on Driven Division Entries without deduction. Currently, because clear bras are not an official Jaguar Cars Ltd. or Jaguar USA option, all clear bras are considered non-authentic and, when detected, are given a 4.0 point deduction. The Schindler's justify their request based on the precedent of the many other authenticity exceptions, already made for Driven Division Entries, and on the "invisible" finish protection afforded by properly installed clear bras.

b. JCRC Discussion and Split Vote:

- 1) The 3 JCRC committee members in favor of the change agreed that the bras were very worthwhile on cars in regular use in areas where the finish was subject to sand abrasion and chip damage from other road debris.
- 2) The 3 JCRC members opposed to the change were highly reluctant to allow more non-safety, personal-preference exceptions to Driven Division's compromised authenticity standards.

c. JCRC Discussion with the Schindlers:

With the tie committee vote, there was further discussion as to how the clear bras should be judged, if the proposal were approved. It was agreed that the clear bras would be judged exactly as the original/existing paint finish. Any blemishes, discoloration, visible edges or seams, wrinkles, blisters, separation, etc. would be subject to deductions. Additional judging details, scoresheet changes and specific point deductions would be prepared and presented for approval at the 2017 AGM.

d. Requested BoD-Associated Action:

The JCRC directive does not address committee tie votes. It is suggested that the BoD decide whether or not this clear bra proposal should be presented to the AGM delegates for an “up” or “down” vote or returned to JCRC for additional consideration.

4. JCRC Overview of the Concours Committee (CC) Proposed Revised Awards Program:

a. *JCRC strongly supports the intentions of the Concours Committee to revise the method of determining the North American Championship Awards.*

b. *However, JCRC objects to those elements of the CC proposal which go beyond the basic concept of a “two-tier” awards program and suggest judging changes and details which are inappropriate for the CC and premature at this stage of planning.*

c. *JCRC repeatedly advised the CC that any suggested judging-related changes were beyond the scope of their authority and would be fully and properly addressed by JCRC, if the “two-tier” program were approved. The JCRC advice was not followed.*

d. *It is respectfully requested that the BoD vote its approval or disapproval of each item in the CC proposal.*

5. Selected CC Proposals and JCRC Objection or Disagreement

a. CC – “The existing Concours program will proceed unchanged. The scores will continue to be reported and displayed on the JCNA website. The existing program name will be revised to JCNA Local Club Concours to better distinguish the existing program from the Upper or Second Tier Program.”

JCRC Disagreement:

The existing JCNA awards program has been widely acknowledged as “broken” and ridiculed for its inflated scores. JCRC disagrees with the continuation of the existing North American Championship awards program and recommends it be suspended until an alternative awards program is adopted.

b. CC – “The judging Standard at the JCNA Invitational Concours will be per the JCNA rules at the time of the Event along with the JCRC supplementary rules specifically designed for the **JCNA Invitational Concours**. ~~The Concours Committee suggests that the JCRC consider bolstering the current Concours Rules to include, but necessarily limited to, operation of all gauges, interior lighting, cigar lighter, glovebox & lighting, console, radio/sound system, air conditioning, heating, windscreen washers, window lifts (manual & electric), heated seats, keylocks, clock, and “tickover” of the engine.”~~

JCRC Objection:

The lined-out item does not belong in this CC proposal, the goal of which was “to establish a second tier competition and awards event”. Judging protocol is strictly JCRC business and, as

needed, new rules will be recommended for any new event. The CC suggestion, for judging all instruments, interior accessories, etc., has been previously examined, by JCRC, and rejected for reasons of time, safety, model differences and general impracticality. That portion of the CC suggestion is not supported.

c. CC – “The JCNA Invitational Concours will include Championship Classes C1/PRE through C13/JS and Driven Classes D1/PRE through D9/XJS. This will be updated annually by the JCRC to include Championship and Driven Classes of approximately 20 years old or older.

The **JCNA Invitational Concours** awards will be presented up to 3 deep by JCNA to the Entrants receiving the highest scores with a minimum score being 99.00/9.90 for First Place, 98.00/9.80 for Second Place, and 97.00/9.70 for Third Place. No award is given should the score fall less than the minimum.”

JCRC Disagreement:

1) *JCRC disagrees with allowing Driven Division as part of the second tier event. Along with having only their exteriors and interiors judged, Driven Division Entry authenticity exceptions have allowed significant deviation from the original “as-delivered” JCNA concours standard. When introduced by JCNA, Driven Division was intended for Entries that would ultimately advance to Champion Division.*

2) *If Driven Division Entries are allowed to participate, the resulting Invitational awards and titles must clearly and formally distinguish between the Championship and Driven Division winners. Without this distinction, there will be a proliferation of Jaguar ads and auctions that carry claims of cars being “JCNA Invitational Concours Winners”.*

3) *Under any circumstance, with the theoretical possibility of three (3) winners invited from each class and each region (i.e. 3x6=18 cars per each fully-subscribed class), Driven or Champion Divisions, there has to be some acceptable criteria for limiting the number of Entries per class (to a maximum of 6-8) such that the class judging-time may be kept within reasonable limits.*

d. CC – “Inadequate Number of Judges per Judging Team – If the Board of Directors approves the Upper or Second Tier Concours Program, the Concours Committee has concerns regarding the adequacy of the number of Judges.”

CC - Proposed Action

“The Concours Committee suggests that the number of Judges per judging team and the time of judging of the Upper or Second Tier Concours Program utilize 3 Judges for the entire car as a Team for a time not to exceed 20 minutes including judging the addition of the proposed interior items.”

JCRC Objection:

Similar to the objection in 5.b. , The number of Judges, judging time, Judge assignments, judging protocol, etc. is JCRC responsibility and does not belong in this CC preliminary awards-change proposal or any CC proposal. JCRC rejects this suggestion to alter the Judging Team composition, the judging protocol and the judging time.

Note: If some CC members wish to change the existing or future judging rules, they may submit a formal rule change proposal to JCRC.

e. CC – “Upon approval of the Concours Committee Upper or Second-tier proposal, the JCRC in coordination with the Concours Committee, will present the detailed specifics for consideration by the Board of Directors at the 2017 Annual General Meeting, or at a time that is practicable.”

JCRC disagreement:

Change to: “Upon approval of the Concours Committee Upper or Second-tier proposal, JCRC will explore all options and propose any judging rule changes it considers appropriate for the new level of competition. (The CC will be consulted as necessary).”

6. JCRC Membership Renewal:

NE, NW and NC Regional Directors must reaffirm Hal Kritzman, Art Dickenson and Bob Stevenson, respectively, for an additional two years of JCRC membership, or recommend replacements.

Submitted:



Dick Cavicke, Chair, JCNA JCRC

2016 Rule Book Changes

Note: The Previous Rule Book Revisions have been removed and saved to a History of the Rule Book file to be stored on the Library

Note: Pages are printed front to back.

Action:

Inside Title Page – Replace in its entirety	(2 pages)
Table of Contents – Replace in its entirety	(i-viii [8 pages])
2016 Rule Book Update Synopsis - Replace in its entirety	(x-xiv [6 pages])
History of JCNA, History of the Rule Book - <u>Members of the JCRC</u> -	(xxiii-xxiv [2 pages])

Members of the JCRC

Dick Cavicke

JCNA Chief Judge

Chair, Judge's Concours Rules Committee

~~Art Dickenson, Chief Judge Pacific Jaguar Enthusiasts Group, NW Region~~

Bob Stevenson, Chief Judge, Jaguar Affiliates Group of Michigan, NC Region

Hal Kritzman, Chief Judge, Jaguar Club of Southern New England, NE Region

Dick Cavicke, Chief Judge Emeritus, San Diego Jaguar Club, SW Region

Rufus Coburn, Chief Judge, Jaguar Club of Austin, SC Region

~~George Camp, Chief Judge, Jaguar Society of South Carolina, SE Region~~

Mike Mueller, Jaguar Club of Austin, SE Region

Members of the Concours Committee

Tom Doyle, Canadian XK Jaguar Register, NW Region

Paul Cusato, Jaguar Club of Ohio, NC Region

Jim Sambold, Jaguar Association of New England, NE Region

Mike Zavos, Inland Empire Jaguar Club, SW Region

~~Dick Cavicke, San Diego Jaguar Club, SW Region~~

Patti McClane, Jag Owners Assn of the Southwest, SC Region

Gary Cobble, Smoky Mountain Jaguar Club, SE Region

Dave Kirkman, North Georgia Jaguar Club, SE Region

Dick Cavicke, Representing the Judge's Concours Rules Committee (JCRC)

Introduction

(xxv-xxvi [2 pages])

Concours d'Elegance **competition events**, sponsored by the Jaguar Clubs of North America, Inc. (JCNA), have been operated from ~~the~~ **JCNA's** beginning under rules established by the affiliated Clubs of Jaguar Clubs of North America, Inc. at their Annual General Meetings (AGM).

Rules and guidelines for judging in the JCNA sanctioned events have evolved over the last several decades by conscientious trial and error. They are not perfect by any means, but the JCNA Rules have set the owners of Jaguar automobiles on a correct course seeking originality and authenticity.

In order to promote uniformity of judging at JCNA sanctioned Concours d'Elegance **competition events**, to offer organizational advice to Concours Chairpersons throughout North America, and to make the JCNA Official Concours d'Elegance Rules available in written form to all Jaguar enthusiasts, the 1975 JCNA Concours Committee compiled the first edition of this Rule Book.

Only the most current edition of the Rule Book is to be used in operating and judging any JCNA Sanctioned Concours. The rules are mandatory for all events leading to the North American JCNA Concours d'Elegance Division Championships.

Changed email address from skennedyjcna@comcast.net to skennedy@ecentral.com (xv-xvi [2 pages])

All Chapters, remove extra spaces between sub items beginning with “a.”, “b.” etc.

All Chapters, Note text indented throughout chapter to match format of rest of rule book.

All Chapters, Many references, as needed for clarification, have had the page number added to them.

All pages, remove extra spaces between sub items beginning with “a.”, “b.” etc.

conduct judge training.

- c. Holding the Judges' Meeting the day of the Concours.
- d. Ensuring that the Judges are judging according to the rules set forth in the Rule Book.
- e. Organizing and training judges and administering Judge's certification tests as feasible throughout the year. (Cross training with other clubs is encouraged.)
- f. Becoming very familiar with the published JCNA rules and protocols.
- g. Receiving and disseminating to club Judges all JCNA correspondence relating to Concours judging and scoring.
- h. Being responsible for all Concours Judging team assignments. Knowing which club members are the most knowledgeable in each class.
- i. Overseeing score sheet Scrutineers and validating final scores and standings.

Chapter 1

CH1, B3b, pg I-2

- b. Clubs whose Concours would be within 500 miles of a JCNA Major Event, i.e. ~~Western States, Challenge Championship~~ **International Jaguar Festival** or Regional Concours, may not schedule their Concours within 7 days of the JCNA Major event. (2016 AGM)

CH1, H1, pg I-9

H. REGISTRATION

1. JCNA Event Manager Computer Program

~~A program designed to automate the JCNA Concours Registration process is available on the Concours Page of www.jcna.com. Among other features, this program will print registration forms and score sheets with all Entrant and Entry information preprinted. Follow the instructions found on the website when downloading this program. Use of the program is not mandatory, but many report it greatly reduces the time required to administer the JCNA Concours. (2016 AGM)~~

As the Event Manager Program has not kept up with JCNA changes and is no longer on the JCNA web site, reference to it has been removed.

Ch1, H7b, pg I-10

b. Score Sheets

~~If not using the JCNA Event Manager, s~~Score sheets may be downloaded by going to the “Concours Page” of www.jcna.com. Each of the four (4) score sheets must **by be** downloaded and printed individually. Clubs are authorized to reproduce the quantity of score sheets required for their Concours. Different colored sets of score sheets may be used to distinguish between Divisions. Sheet #4 (Engine Compartment) and the Boot portion of Sheet #3 are not required for judging Driven Division. (2016 AGM)

Ch1, J1a, pg I-11

J. TROPHIES

1. Official JCNA Trophies

JCNA offers official trophies for JCNA sanctioned Concours in Champion, Special, and Driven Divisions.

a. Ordering Trophies

Order Trophies by going to the ~~Concours Page~~ “**Merchandise**” tab of www.jcna.com and clicking on “~~Trophy Orders~~” “**JCNA Trophies**”. Follow the Instructions! First, second, and third place Champion and Special Division winners are

awarded Champion Division Trophies. First, second, and third place Driven Division winners are awarded Driven Division Trophies. (2016 AGM)

Chapter 2

Ch2, Sec 1, A, 6 pg II-1, added cross reference:

6. Entries to be Driven to their Assigned Parking Positions

Trailing to the Concours venue is allowed for all Champion and Special Division Entries and for certain Driven Division Entries (See Chapter II, Section 3A, page II-6). (2016 AGM)

Ch2, Sec 1, B, 1 pg II-2

1. North American Awards

At the conclusion of each JCNA Concours year, JCNA presents the North American Concours d'Elegance Awards three deep, in each of the Champion, Special, and Driven Division Classes, to members of JCNA affiliates or JCNA Members-at-Large. These annual awards are determined by averaging the Entrant's three (3) highest scores during the Concours year. Scores achieved at the JCNA ~~Challenge Championship or Western States~~ **International Jaguar Festival** qualify for inclusion in the three (3) score average. Entries competed in three or more JCNA concours automatically become eligible for a North American award in their particular Division and Class. If an Entry's three (3) highest score average does not position it among the top three places of its class, then the Entrant's highest two (2) scores will be evaluated for a Regional Award as per section 2. (2016 AGM)

Remove reference information from 2015.

No Entrant may receive both a North American and a Regional Award in any given year, in the same Class, for the same Entry. *This information was presented in Chapter IV but not in Chapter II.* (2016 AGM)

Ch 2, pg 2, Moved all of Section 1, Item 7 from page 1 to page 2

Ch 2, pg 2, Section 2A and B, align text with paragraph indent

Ch 2, pgs 2 and 3, move all of Item B2 to page 3, it was split across two pages.

Ch2 Sec. 1, B, 2, pg II-3

2. Regional Awards

Regional Awards are presented in each of the six JCNA Regions. These annual awards are determined by averaging the Entrant's two (2) highest scores achieved at JCNA sanctioned concours within the Entrant's home region during the Concours year. Scores achieved at the JCNA ~~Challenge Championship or Western States~~ **International Jaguar Festival** qualify for inclusion in the two (2) score average. (2016 AGM)

Ch2, Sec. 2, B, pg II-4, Champion Classes add XE to the C19/FJ class and add a new class for the F-Pace

C18/PN: Preservation Class (20 to 35 years old)
C19/FJ: XF Sedans (2008-On), XJ Sedan (2010 [as 2011 model year] – On), <u>XE (2016-On) (2016 AGM)</u>
C20/F: F-TYPE (2013-On)
<u>C21/FP: F-PACE (2016-On) (2016 AGM)</u>

Ch 2, pg II-5-6, moved Section 3, A4 (Radios...) to page 7, it was split across two pages.

Ch 2, Sec. 3, A3, pg II-6,

3. Alloy Wheel - XJ6/12, XJS, ~~and~~ XK8 **and other models with** factory-supplied alloy wheels, appropriate for the specific model, may be chrome plated or polished. All road wheels must match. (2016 AGM)

Ch 2, pg 7, Removed 2015 strikeout references and aligned class designations.

Ch 2, Sec. 3, B, pg II-8,

D14/FJ: XF Sedans (2008-On), XJ Sedan (2010 [as 2011 model year] – On), **XE (2016-On)**

D15/F: F-TYPE (2013-On)

D16/FP:F-PACE (2016-On) (2016 AGM)

Ch 2, Sec. 3, B, Note 4, pg II-10,

Note 4: Class S3/REP Replica (non-production, Jaguar powered)

Replicas must appear to be an accurate reproduction of the original model Jaguar they replicate. **Replicas must have a Jaguar engine, it may be from any model.** (2016 AGM)

Chapter III:

Ch 3, A, 3, Pg III-1

3. Approved Judging Guides and JCNA Seminar Technical Bulletins*

When a **JCNA Judging Guide or JCNA Seminar Technical Bulletin*** has been approved by the AGM, its use is mandatory. **JCNA Judging Guides and JCNA Seminar Technical Bulletin*** have been developed at great effort to aid Judges in determining authenticity and to standardize judging throughout JCNA. One copy of each approved **JCNA Judging Guide and JCNA Seminar Technical Bulletin*** shall be available for reference by Judges and entrants at each sanctioned Concours. (2016 AGM)

* **Only that bulletin content, which quotes or copies information from the Jaguar Cars documents, listed in Table C-1, is permitted for validating feature and component authenticity.** (2016 AGM)

Ch 3, D pg III-4

D. JUDGE CERTIFICATION AND CERTIFICATION RENEWAL

2. The Certification Process for New Judges

e. All Judges for Champion, Driven and Special Divisions must hold current JCNA judging certifications. The only exception being that those events at which separate OV teams are used, only one Certified Judge, **servicing as the OV team lead, per-OV Judging Team will be** is required, **however, additional Certified Judges on the separate OV team are acceptable.** (2016 AGM)

Ch 3, pg III-7, F. JUDGING METHOD AND TEAMS

1. Number of Certified Judges per Team

All Judges for Champion, Driven and Special Divisions must hold current JCNA judging certifications. The only exception being that those events at which separate OV teams are used, only one Certified Judge, **servicing as the OV team lead, per-OV Judging Team will be** is required, **however, additional Certified Judges on the separate OV team are acceptable.** (2016 AGM)

Chapter 3, G. 1, Pages III- 7&8

G. OPERATION VERIFICATION (Formerly Mechanical) (2016 AGM)

1. Conduct of Operation Verification

JCNA clubs may use either the primary Judging Team or separate Operation Verification teams to conduct the Operation Verification portion of the concours evaluation.

a. Primary Judging Team

The primary team, assigned to judge the class, will conduct the Operation Verification as part of their assigned overall judging effort. Where needed, an extra 5 minutes may be allowed to conduct these checks, (20 minutes of judging time, total).

Note: In order to reduce the possibility of debris entering the car, prior to judging its interior, it is recommended that the Operation Verification be done after the team finishes its other component judging.

b. Operation Verification Teams

One or more 2-person or 3-person teams are designated to conduct the Operation Verification prior to the formal judging. **Each separate OV team must include a JCNA Certified Judge as the team leader, additional Certified Judges on the separate OV team are acceptable.** At the completion of the verification, Entrants are allowed to remove any incidental debris, even if "Rags Down" has already been announced. (2016 AGM)

Note: The following are considered "no exception" requirements when using verification teams:

1. If any light(s) or horn(s) are suspected of being non-authentic, the Operation Verification team leader **must** make an appropriate note in the corresponding Operation Verification non-authenticity section, **without indicating any point deductions.**

2. The primary Judging Team will re-examine the suspect system(s) and, if warranted, **make the mandatory non-authenticity point deductions**. (Only the primary Judging team may assign non-authentic deductions for discrepancies found during the Operation Verification checks.)

Chapter 3, G. 3, Page III-9

3. The Operational Verification team(s) must comply with the same rules governing the ~~make-up and~~ conduct of other JCNA Concours Judging Teams; in particular **team members are prohibited from judging their own car(s) or judging any car in the class in which their car(s) may be entered.** (2016 AGM)
 - ~~Team members are prohibited from judging their own car(s) or judging any car in the class in which their car(s) may be entered and~~
 - ~~Each team must include at least one JCNA certified Judge as the team leader.~~

Ch 3, H3, Pg III-9

3. Review Basic Rules

Ensure that the Judges are aware of basic JCNA rules, especially those regarding the application of non-authenticity deductions and the Entrant's right to comment on each such deduction. See that such rules are applied in a responsible and reasonable manner. Have at least one Rule Book available per team as well as extra copies of non-authentic deductions and Judging Guides **and JCNA Seminar Technical Bulletins*** where appropriate. (2016 AGM)

* **Only that bulletin content, which quotes or copies information from the Jaguar Cars documents, listed in Table C-1, is permitted for validating feature and component authenticity.** (2016 AGM)

Ch3, J 13, pg III-12

13. ~~A new section has been added, to each component judging sheet~~ **Each component judging sheet has a section** where the Judge **should** note the location and describe each of the major cleanliness and/or condition discrepancies where deductions have been given. This section is of great interest and importance to Entrants who wish to correct every discrepancy prior to the next concours. (2016 AGM)

Ch3, J15, pg III-12

15 Score sSheets After Judging

Capitalized "Sheet" to make it consistent with other headings

Ch 3, Item K, pg III-14

K. FORMAL SCORE POSTING AND CORRECTIONS, pg III-14

The Chief Judge, **or his/her designee**, is responsible for ...

Indent changed from below Note to indented after Note. No content changes.

Note:

JCNA Numbers are required when posting scores on the JCNA website. If numbers are not available when posting results, they must be looked up using the Online Scoring System "look up" function. For new members, leave the JCNA number blank. The club is responsible for logging back on and filling in all new members' numbers once assigned by JCNA; the "look up" function cannot look up missing numbers. Concours Entrants listed without JCNA numbers will be considered non-members and clubs must forward JCNA the Non-Member Event Membership Fee. JCNA reserves the right to bill clubs for fees not received.

Indented to:

Note: JCNA Numbers are required when posting scores on the JCNA website. If numbers are not available when posting results, they must be looked up using the Online Scoring System "look up" function. For new members, leave the JCNA number blank. The club is responsible for logging back on and filling in all new members' numbers once assigned by JCNA; the "look up" function cannot look up missing numbers. Concours Entrants listed without JCNA numbers will be considered non-members and clubs must forward JCNA the Non-Member Event Membership Fee. JCNA reserves the right to bill clubs for fees not received.

Ch 3, N2 Pg III-16

2. Authentic Options

Authentic options are listed in official Jaguar publications or official Jaguar sales literature. Only written proof from those sources, from JCNA approved Judging Guides or from specific portions of JCNA Seminar Technical Bulletins* is acceptable in validating such items. Factory items offered as standard must be correct for the year and model presented. (See Chapter VI, A.4 and Appendices C and E.)

* **Only that bulletin content, which quotes or copies information from the Jaguar Cars documents, listed in Table C-1, is permitted for validating feature and component authenticity. (2016 AGM)**

Ch 3, Item N7, pg 16, moved all of Item 7 to page 17.

Chapter 4

Ch 4, A1, pg IV-1, Entrant Spirit, **Note 1, removed the “1.” As there is no Note 2.**

4. Entrant Spirit

The Entrant is the person who registers the Entry. The Entrant must be:

- a. An individual or joint title holder of the Entry, or;
- b. An employee of a business or institutional title holder of the Entry who has been assigned its regular use, or; (See Note 4 below.) **(2016 AGM)**
- c. A lessee of the Entry, or;
- d. An immediate family member of one of the above.

Note 4: This circumstance applies specifically to a business or institution that leases one or more Jaguars and assigns each (by a legal document) for extended custody and regular use by an individual employee. **(2016 AGM)**

Ch 4, B1, pg IV-2

“Rags Down” capitalized to match formatting used elsewhere in the rule book.

B. ENTRANTS DURING THE CONCOURS

1. Rags Down

Entrants will be reminded by the Concours Chair or Chief Judge to cease preparation of cars at a predetermined, published time, referred to as “rags down” “**Rags Down**”.

Ch4, C5, Pg IV-3

5. Authentic Options

Authentic options are listed in official Jaguar publications or official Jaguar sales literature. Only written proof from those sources, from JCNA approved Judging Guides or from specific portions of JCNA Seminar Technical Bulletins* is acceptable in validating such items. Factory items offered as standard must be correct for the year and model presented. (See Chapter VI, A.4 and Appendices C and E.)

* **Only that bulletin content, which quotes or copies information from the Jaguar Cars documents, listed in Table C-1, is permitted for validating feature and component authenticity. (2016 AGM)**

Ch4, E, pg IV-4

E. PRESENTING THE JAGUAR FOR JUDGING - DRIVEN DIVISION

Engine verification

Before formal Driven Division judging begins, the judges must verify that it has ~~the proper~~ **a Jaguar** engine (see Chapter II, Section A4, Pg. II-1).

Chapter 5

Ch5, A3b, pg V-1 Space added above “Exception”. Text Indented.

6. Replacement Parts

Replacement parts, regardless of the manufacturer, are considered authentic only if they meet the exact specifications and appearance of the original item or material.

Exception: Replacement parts, still available from Jaguar Cars under their original Part Number but now having a different color or configuration than the original, will be accepted as authentic.

Ch5, B2, pg V-3

2. **Headlights-Inspect High-Low Beams**
Verify the operation of high and low beams.

Added text from OV sheet

2. **Headlights-Inspect High-Low Beams**
Verify the operation of high and low beams. **Each inoperative light filament or horn receives a 1.0 point deduction. An inoperative system receives the maximum deduction indicated.**

Ch5, A6 Pg V-3 (new section added)

6. **Batteries and Battery Compartments**

a. **Inspection**

Entrants should be asked to remove the cosmetic or protective covers from the batteries. (Battery covers which are screw-fastened or clamped to the battery or its hold-down should not be removed.) Judge the general area, the battery configuration, its style, cover, the positions and type of its terminals, the visible cables, the battery hold-down and the battery cable ends. (2016 AGM)

Note: 1. Configuration refers to "maintaining the original type and placement of battery terminals." "Size" was expressly deleted from the rule.

Note: 2. XK 140 and XK 150 batteries are not judged because of their location in the wheel wells.

b. **Battery Brand**

Lucas and other batteries that were original equipment are considered expendable and may be replaced with a battery of any brand provided it is in the same location and orientation and has the same voltage and configuration as the original.

c. **Battery Style**

Fluted or cylindrical sided (Gates-Optima style) batteries are non-authentic.

Ch5, D10, Pg V-12 (Interior)

10. Batteries and Battery Compartments

(Batteries are not judged in Driven Division nor on XK140's or XK150's)

a. XK 120s

The Interior Judge should ask Entrants to open XK 120 battery compartments, located behind the seats., to judge the general area, the configuration of the two 6-volt batteries, the LUCAS bakelite covers, the visible cables, and the battery hold-downs. The battery cable ends of XK 120s are not judged unless the battery covers are missing.

The Interior Judge should ask the Entrant to open the XK 120 battery compartment, located behind the seats. FHC's and DHC's have a hinged panel, which may be unfastened and tipped forward for the batteries to be inspected. The separate battery cover on the XK 120 OTS's should be unfastened and either tipped forward or removed for battery inspection. The Judge should examine the general area, the configuration of the two 6-volt batteries, the LUCAS bakelite covers, the visible cables, and the battery hold-downs. The battery cable ends of XK 120's are not judged unless the battery covers are missing. (2016 AGM)

b. Other Models

In accordance with Ch V, A.6., pg V-3, Entrants should be asked to remove the cosmetic or protective covers from the batteries. (Battery covers which are screw-fastened or clamped to the battery or its hold-down should not be removed.) Judge the general area, the battery configuration, its style, cover, the positions and type of its terminals, the visible cables, the battery hold-down and the battery cable ends. (2016 AGM)

Ch5, E3, pg V-14 (Boot)

3. Spare Tire, Wheel, & Cover

The Boot Judge checks the authenticity of the spare tire and wheel independent of the road wheels. If Appendix B indicates that the spare wheel and/or tire should match the road wheels, they may be compared. On some models, it is possible for the spare wheel and/or tire to be authentic without matching the road wheels or tires. Some newer model Jaguars are not fitted with spare tires but "Fix-a-Flat" or other similar products. (2016 AGM)

Ch5, E4, pg V-14 (Boot)

1. Battery

(Batteries are not judged in Driven Division

In accordance with Ch5 A.6, pg V-3, Entrants should be asked to remove the cosmetic or protective covers from the batteries. (Battery covers which are screw-fastened or clamped to the battery or its hold-down should not be removed.) Judge the general area, the battery configuration, its style, cover, the positions and type of its terminals, the visible cables, the battery hold-down and the battery cable ends. (2016 AGM)

Ch5, F5c, pg V-14 (Engine)

~~Battery (Batteries are not judged in Driven Division.)~~

~~5. Battery (Batteries are not judged in Driven Division.)~~

~~In accordance with Ch5 A.6, pg V-3, Entrants should be asked to remove the cosmetic or protective covers from the batteries. (Battery covers which are screw-fastened or clamped to the battery or its hold-down should NOT be removed.) Judge the general area, the battery configuration, its style, cover, the positions and type of its terminals, the visible cables, the battery hold-down and the battery cable ends. (2016 AGM)~~

Changed to:

Ch5, F5c, Pg V-16 ENGINE COMPARTMENT

c. Battery (Batteries are not judged in Driven Division)

In accordance with Ch5 A.6, pg V-3, Entrants should be asked to remove the cosmetic or protective covers from the batteries. (Battery covers which are screw-fastened or clamped to the battery or its hold-down should not be removed.) Judge the general area, the battery configuration, its style, cover, the positions and type of its terminals, the visible cables, the battery hold-down and the battery cable ends. (2016 AGM)

Ch 5, F5 & 6, pgs V-15 & V-16 Engine Compartment

Changed from:

5. Generators, Alternators, Regulators, Relays, Wiring, and Battery

a. Spark Plugs Ignition Wires, and Distributor Cap

If spark plugs are visible, check that they are all the same type and brand and that they have the correct connectors. Pay particular attention to spark plug wires, wire separators, guides, connectors, fasteners, conduits, and harness routing. Check the ignition coil, the coil mounting, distributor cap, and plug wire connections to the cap.

b. Generators and Alternators

Judge generators and alternators for correct type, finish, mountings, protective covers or heat shields, wire terminal boots, pulleys, labels, and identification tags. Pre-'65 Jaguars had generators, **not** alternators.

6. Preservation Class - Expendable Items

Non-Authentic deductions will not be assigned for mechanical components such as generators, alternators, and compressors that have been replaced; however, the replacements must be identical to the original.

a. Regulators, Relays, Fuse, and Junction Boxes

Judge voltage regulators for correct models and the correct numbers and types of terminals, covers, and securing clips. Judge the fuse boxes, relays, and junction boxes for correct covers, finish, hold-downs, terminals, and decals.

b. Wiring

Judge the insulating materials, harness coverings, connectors, and terminals. Observe whether later blade-style or "Lucar" connectors have been substituted on models that did not originally have them.

c. Battery (Batteries are **not judged in Driven Division.)**

Judge the battery configuration with respect to its location and its permanent cover, if originally fitted. Judge the style and location of the battery terminals, the battery tray, the battery hold-down hardware and the battery cable ends. Original batteries may be replaced with batteries of any brand provided they are the same voltage and configuration as the original.

Note 1: Battery configuration refers to "maintaining the original type and location of battery terminals.

Note 2: In 1994 the Protest Committee ruled that "fluted or cylindrical sided" (Gates-Optima) batteries are non-authentic.

To:

5. Generators, Alternators, Regulators, Relays, Wiring, and Battery

Note: Preservation Class - Expendable Items

Non-Authentic deductions will not be assigned for mechanical components such as generators, alternators, and compressors that have been replaced; however, the replacements must be identical to the original.

a. Spark Plugs, Ignition Wires, and Distributor Cap

If spark plugs are visible, check that they are all the same type and brand and that they have the correct connectors. Pay particular attention to spark plug wires, wire separators, guides, connectors, fasteners, conduits, and harness routing. Check the ignition coil, the coil mounting, distributor cap, and plug wire connections to the cap.

b. Generators and Alternators

Judge generators and alternators for correct type, finish, mountings, protective covers or heat shields, wire terminal boots, pulleys, labels, and identification tags. Pre-'65 Jaguars had generators, **not** alternators.

c. Battery (Batteries are not judged in Driven Division.)

In accordance with Ch5 A.6, pg V-3, Entrants should be asked to remove the cosmetic or protective covers from the batteries. (Battery covers which are screw-fastened or clamped to the battery or its hold-down should not be removed.) Judge the general area, the battery configuration, its style, cover, the positions and type of its terminals, the visible cables, the battery hold-down and the battery cable ends. (2016 AGM)

d. Regulators, Relays, Fuse, and Junction Boxes

Judge voltage regulators for correct models and the correct numbers and types of terminals, covers, and securing clips. Judge the fuse boxes, relays, and junction boxes for correct covers, finish, hold-downs, terminals, and decals.

e. Wiring

Judge the insulating materials, harness coverings, connectors, and terminals. Observe whether later blade-style or "Lucar" connectors have been substituted on models that did not originally have them.

~~f. Battery (Batteries are not judged in Driven Division.)~~

~~— Judge the battery configuration with respect to its location and its permanent cover, if originally fitted. Judge the style and location of the battery terminals, the battery tray, the battery hold-down hardware and the battery cable ends. Original batteries may be replaced with batteries of any brand provided they are the same voltage and configuration as the original.~~

~~**Note 1:** Battery configuration refers to "maintaining the original type and location of battery terminals."~~

~~**Note 2:** In 1994 the Protest Committee ruled that "fluted or cylindrical sided" (Gates Optima) batteries are non-authentic.~~

Chapter 6

Ch6, A4, Pg VI-1

4. Authenticity Documentation

Authentic parts, options, and configurations are only those listed and/or illustrated in:

- a. Official Jaguar Cars Ltd. - Parts Books, Service Manuals and Owner's Manuals;
- b. Jaguar Cars Inc. and Jaguar Canada Inc. Sales Literature and Accessory Brochures;
- b. Official JCNA model-specific Judging Guides.
- c. JCNA Seminar Technical Bulletins*, where the content quotes or copies Jaguar Cars or certain JCNA publications, (see Appendix C, Tables C-1 and C-3).

* **Only that bulletin content, which quotes or copies information from the Jaguar Cars documents, listed in Table C-1, is permitted for validating feature and component authenticity. (2016 AGM)**

Ch6, A6, pg VI-1 Space added above "Exception". Text Indented.

6. Replacement Parts

Replacement parts, regardless of the manufacturer, are considered authentic only if they meet the exact specifications and appearance of the original item or material.

Exception: Replacement parts, still available from Jaguar Cars under their original Part Number but now having a different color or configuration than the original, will be accepted as authentic.

Ch 6, A5d, pg VI-2. There are two Notes, but they are on separate lines after the word Note.

Notes:

- i. The Jaguar Cars Inc. and Jaguar Canada Inc. accessories being referred to include the following. They are addressed in the component areas of this chapter:
- ii. Most notable among the accessories

Changed to

Note 1: The Jaguar Cars Inc. and ...

Note 2: Most notable among the accessories ...

CH6, A5, Note 1, Pg VI-2

Note: 1. The Jaguar Cars Inc. and Jaguar Canada Inc. accessories being referred to include the following. They are addressed in the component areas of this chapter: (2016 AGM)

- Bonnet Mounted Leapers/Mascots (See Note b)
- Head Lamps and Fog Lamps
- XJS JaguarSport Products
- Side Protective Moldings
- Door Edge Protectors
- Sunshades
- Wheel Nuts
- Gearshift Knobs

(The JCNA model-specific Judging Guides or **JCNA Seminar Technical Bulletins*** will also advise which items and configurations are acceptable.)

* **Only that bulletin content, which quotes or copies information from the Jaguar Cars documents, listed in Table C-1, is permitted for validating feature and component authenticity. (2016 AGM)**

Ch6, B Non-Authenticity pgs VI-3-4

Heading and text moved from pg VI-3 to VI-4 to keep related information together.

Ch6B2, pg VI-3 Heading capitalized to be consistent with rest of rule book

Changed from

2. Better than original

Changed to

2. Better than Original

Ch6, B3, pg VI-3 Heading capitalized to be consistent with rest of rule book
Changed from

3. Plates surfaces
- to
3. Plated Surfaces

Ch6, B4, pg VI-3 Heading capitalized to be consistent with rest of rule book
Changed from

4. Over-~~restoration~~
- to
4. Over-Restoration

Ch6, A. 5d. pg VI-6 Notes

As there were two Notes, numbers have been added to each of them.

Note 1.

Note 2.

Ch6, F. EXTERIOR, Note j, Pg VI-9

Note:

- j. Body Stripes (Coach Lines).** Where offered, factory applied and authentic optional body stripes (Coach Lines) consist of one or two narrow, closely spaced stripes complimenting or contrasting to the body color (see applicable Judging Guides, JCNA Seminar Technical Bulletins* and Factory Brochures for additional details). Body stripe (Coach Line) embellishments such as initials, monograms, leapers, scrolls, etc. are non-authentic.

*** Only that bulletin content, which quotes or copies information from the Jaguar Cars documents, listed in Table C-1, is permitted for validating feature and component authenticity. (2016 AGM)**

CH6, F. Note: c. pgs VI-9 & 10

Move “c.” text from VI-9 up to VI-8 to get all of paragraph “c.”’s text together.

CH6, F. Note: l. pgs VI-11 & 12

Move “l.” text from VI-12 up to VI-11 to get all of paragraph “l.”’s text together.

Ch6, Note “a.” pg VI-15

Notes:

- a. Batteries:** XK120 batteries are located behind the seats and will be judged in **Champion Division only**. FHC's and DHC's have a hinged panel, which the Entrant should unfasten and tip forward for the batteries to be inspected. The separate battery cover on the XK 120 OTSs should be unfastened and either tipped forward or removed for battery inspection. The Bakelite battery covers should **not** be removed. (See Chapter V, A6, page V-3) (2016 AGM)

Ch6, Note “j.” pgs VI-15 & 16

Move “j.” text from VI-16 up to VI-15 to get all of paragraph “j.”’s text together.

Ch 6 H Note a, pg VI-16 BOOT (CHAMPION DIVISION ONLY)

Notes:

- a. Battery (Batteries are not judged in Driven Division)**
In accordance with Ch5 A.6, pg V-3, Entrants should be asked to remove the cosmetic or protective covers from the batteries. (Battery covers which are screw-fastened or clamped to the battery or its hold-down should not be removed.) Judge the general area, the battery configuration, its style, cover, the positions and type of its terminals, the visible cables, the battery hold-down and the battery cable ends. (2016 AGM)
~~Lucas and other original equipment batteries may be replaced with batteries made by any manufacturer provided they are of like voltage and appearance, and their terminals are in the same positions as on the original. Replacement batteries do not have to be identical to the original in size but they must fit in the location originally intended. “Fluted or cylindrical sided” (Gates Optima type) batteries are considered non-authentic.~~

Ch6, Note “a.” pg VI-19

Notes:

a. Batteries: (See Chapter V, A6, page V-3)

Entrants should be asked to remove the cosmetic or protective covers from the batteries. (Battery covers which are screw-fastened or clamped to the battery or its hold-down should not be removed.) Judge the general area, the battery configuration, its style, cover, the positions and type of its terminals, the visible cables, the battery hold-down and the battery cable ends. (2016 AGM)

Ch6, A6, pg VI-20

ENGINE COMPARTMENT (Champion Division Only)

Note:

d. **Exhaust Manifolds:** See applicable Judging Guides and JCNA Seminar Technical Bulletins* for proper manifold coating. The British terms "black enameled or vitreous enamel" are the equivalent of the North American term "porcelain". MKV exhaust manifolds were NOT porcelain coated. All XK 120, XK 140 and XK 150 and Series 1 E-Type exhaust manifolds were porcelain coated. (2016 AGM)

* Only that bulletin content, which quotes or copies information from the Jaguar Cars documents, listed in Table C-1, is permitted for validating feature and component authenticity. (2016 AGM)

- Appendix A: 3-4 Add production dates info for F-Pace and XE
- Appendix B: Add Tire info for F-Pace and XE
- Appendix C: No Changes
- Appendix D: 1-2, Add XE to C19/FJ & D14/FJ, Add Class C21/FP & D16/FP (F-PACE)
- Appendix E: No Changes
- Glossary: No Changes
- Index: 1-8 Replace in its entirety
- Judges Assignment: Add XE to C19/FJ & D14/FJ, Add Class C21/FP & D16/FP (F-PACE)
- Judges Test

OV Score Sheet, added a box and line for Driven Division engine verification.

Entrant's Name: _____ Street: _____ City, St, Zip: _____	BODY TYPE: _____ MODEL: _____ COLOR: _____ HOME CLUB: _____
Bold Boxes are for Score Keepers Use Only	
Entrant or family member is present <input type="checkbox"/> Driven Division Jaguar Engine Verification (Y/N) <input type="checkbox"/>	
Fold on line below for insertion into window envelope	
If you think you are eligible to receive an award, it is YOUR responsibility to submit a request (see the JCNA web site, Library Page) to receive the award. If you DO NOT check your standings, the JCNA Awards Committee will not check your standings for you, and you may not receive your award.	
OPERATION VERIFICATION	O.V. NON-AUTHENTICITY ITEMS <u>Mand</u>

Note: Pages are printed front to back.

Chapters	Required *	No. Pgs Chgd	Admin	No. Pgs Chgd	Formatting	No. Pgs Chgd	Total Pgs Chgd
	Updates		Updates		*Change		
Cover Page	2	2					2
TOC	8	8					8
Synopsis	6	6					6
History of the Rule Book -Members of the JCRC	2	2					2
Preface-Introduction			Intro page				2
Ch 1			1-2, 9-10, 11-12	6			6
Ch 2	3-*4, 5-*6, *7-*8, 9-*10	8	1-2,	2		10	20
Ch 3	*1-2, *3-4, *7-*8, *9-10, 11-*12, 13-*14, 15-*16	12	13-14	2	5-6, 17-18,	4	18
Ch 4	*3-*4	2			*1-*2	2	4
Ch 5	*3-4, 13-*14, 15-*16		11-*12,	4	*1-2, 9-10	2	6
Ch 6	1-*2, *9-10, *15-*16, 19-*20	4			*3-*4, 5-*6, 11-*12, 15-*16, *17-18	6	10
Chapters	Required		Admin		Formatting		
Apx A	3-4	2					2
Apx B	35-36	2					2
Apx C	No Change						
Apx D	1-2	2					2
Apx E	No Change						
Glossary	No Change						
Index	Index 1-8	8					8
Score Sheets (OV Driven Engine Verification)	1-2	2					2
Judges Assignment pages	1-2	2					2
Quick Field Reference Deduction Guide	No Change						
Judges Test	Test 1-10	10					10
		72		14		24	112
Chapters	Required	No. Pgs Chgd	Admin	No. Pgs Chgd	Formatting	No. Pgs Chgd	

Required changes
Admin changes
Formatting Changes

72
14
24

112 pages out of 214 need to be changed, almost half if all changes are printed.

CR-17 Protest Committee Report,

December 3, 2015

Committee Members

NW
Les Garbutt

NC
Mike Ksiazek

NE

SW

SC
David Nichols
Knick Curtis, Chairman

SE
Jerry Wise

JCCA Concours, 3/14/15. Michael Von Pinnon, 2012 XKR class S1. Michael was protesting his score not being submitted to JCNA. It was determined that the Head Judge did not believe his car qualified to be in Class S1 as it wasn't a specially built race car, only a limited option vehicle. This was investigated and it was determined that it didn't qualify for S1 and the owner appropriately notified.

JCOF Concours 3/21/15. Juan Sierra, XK150. Points were deducted for non-authentic indicator lights. In the XK150 parts manual it specified the type lights he had as correct for the US. Protest Committee requested points be returned and they were.

JOofLA Concours 5/17/15. David Levy S1 E-type. Owner protesting points off for discoloration of a tool in his kit, and paint issues. Advised him these were not in our venue.

JCCU Concours 7/18/15. Carole Borgens XJS. Protested a deduction taken for an item not on that judges scoring sheet. Also judge didn't confer with judge whose area it was in. Points were returned as deduction was taken that wasn't in that judges venue.

SMJC Concours 9/19/15. Gerry Hupp XK 150. Protest was for three deductions. Incorrect steering wheel, which was correct. Deduction for incorrect color on Bonnet Prop Rod, which was correct. Third item was the color of the Bonnet Bayonet. Judge had stated it must be Cad plated. With information from a prior issue best information was that it could be either body color or cad plated, so we requested the points be returned for that item.

Respectfully Submitted

Knick Curtis
Chairman JCNA Protest Committee

JCNA Rally Committee

Report to Jaguar Clubs of North
America Board of Directors

1 April 2016

JCNA Rally Committee Members



Chairman: Jay Hixson

NW: Phil Miller

SW: open

NC: open

SC: David Meck

NE: Kurt Rappold

SE: Dick Deibel

JCNA Rally Committee

Notes from 2015



- 4 Affiliate Clubs conducted 5 rally events in 2015
- Of 5 rally events, 4 were Time/Speed/Distance Rallies and 1 was a Monte Carlo Rally
- Participants included members from 12 separate clubs

JCNA Rally Committee

Notes from 2015



- Current instructions are adequate, they are causing no confusion among participating affiliate clubs
- Automatic scoring system is not working on new web site. Jay Hixson is keeping separate scoring program using spread sheets. Current standings are up-to-date and available but we do not have a place to post them on the JCNA web site. Fixing website issues should be highest priority in 2016
- Jay Hixson tried to initiate quarterly committee phone meetings but got no response from other committee members (one member responded a few months later)

CR-19

Slalom Committee Report: 3/21/16 JCNA Board of Directors Meeting.

The 2015 Slalom season went well. Participation has continued to be good. Twenty-four sanctioned events were held in 2015 by 16 different Clubs. Twenty three of the sanctioned Slalom Events have been designated Official.

The results from one Club's Slalom Event could not be made Official because the Club Representative has yet to submit a complete report as required under JCNA Slalom Rules even after three separate and distinct warnings that the results of their event could not be made Official and that entrants times could not be included in the Final Standings. JCNA Slalom Rules require that a Club report the results of its event within three weeks using the JCNA website. Required information for each entrant includes name of driver, JCNA #, car, class, and time. A copy is required to be sent to the Slalom Chairman at the same time. At the end of the calendar year no copies had been sent to the Slalom Chairman and many Reports submitted on line were incomplete.

Clubs had difficulty posting their scores on the JCNA website. The reason for the inability of the JCNA website to accept submitted information is unknown. The lack of Reports submitted to the Slalom Chairman could be attributed to a non-functional e-mail address on the JCNA website. As a result it was necessary for the JCNA President and the Slalom Chairman to solicit hard copies of the results from the Clubs that held Slalom events. Twenty-four separate pieces of paper, many of which were hand written, were then reviewed to compile the Final Results for 2015. Many of those reports were still incomplete, sometimes necessitating repeated e-mail and telephone requests for the information necessary to finalize the Final Slalom Results for 2015.

Special Awards:

Fastest Man: Dean Cusano, NEO8 38.69 seconds

Fastest Women: Julie Baily, NW61 45.206 seconds

A goal for the Committee for 2016 will be to expand the Slalom Program with more Clubs, holding more events, with more participants at each event. No protests were filed with the Slalom Committee and the Committee has not proposed changes to the Slalom Rules for 2016.

Tom Wright - Slalom Committee Chair

CR-21

January 20, 2016

TO: JCNA Board of Directors
FROM: Mike Cook, Jaguar North American Archivist

Jaguar North American Archives Status Report.

The Jaguar North American Archives was established in 1990 and is located in a permanent facility at Jaguar North American Headquarters in Mahwah, NJ. It is a working research library and image source plus a collection of Jaguar memorabilia and artifacts. The Archives holds photographs, product literature, posters, service and parts manuals, owner's manuals, corporate documents, etc. We have Jaguar films and TV commercials, going back as far as the 1950s. Our digitizing project is proceeding and we now have more than 2500 images on file plus more than 75 films.

Because Jaguar and Land Rover are now one company, we are also working to preserve Land Rover/Range Rover history in North America. However, at this time, we do not have the expertise to answer detailed questions about these marques and we will not issue Heritage Certificates for them. Those are available from the Motor Industry Heritage Trust in England.

The Archives first goal is Preservation. The Archives room is climate controlled and the majority of the collection is protected, either in file cabinets or archival storage boxes. Storing digital images provides further security. The second goal is Access. As part of the Jaguar North American Communications department, we frequently deal with requests for publicity photos and information. We also provide services to the Jaguar ad agency, the Marketing department, automotive journalists and film and television media. An excellent article about the Archives appears in the March 2016 *Sports & Exotic Car* magazine. We answer many Jaguar owner inquiries for information on various models, old and new regarding things like key numbers, production figures, etc.

We are the official source for Jaguar Heritage Certificates in North America and the information comes from the identical, original factory records that are used by the Jaguar Daimler Heritage Trust in England. The basic charge for the certificate is \$50 but JCNA members pay only \$35. Certificates are available for cars at least ten years old.

For JCNA club members, our primary function has been issuing Heritage Certificates. The application form is available at JCNA.com on the Library page or we can mail or e-mail it. We now can offer a limited selection of Jaguar films on DVD to show at club meetings and other functions and we can provide images from our files to club newsletter editors. The Archives has supplied quantities of literature and other items of interest to be sold in the JCNA Shoppe on line.

The NA Archives is open on Tuesday and Thursday staffed by Mike Cook, Fred Hammond and Gloria Pedati. Phone: 201 818-8144. mcook69@jaguarlandrover.com.
555 MacArthur Blvd., Mahwah, NJ 074308

CR-22 JCNA Website Status Report to the JCNA Board of Directors

March, 2016

Current Situation:

- Vendor is SiteWired, located in Broomfield, Colorado.
- Went live shortly after 2015 AGM; most features not functional.
- Good communications & information flow with contractor.
- Weekly teleconference to review problems / issues.
- Concours scoring system & leaderboards functional.
- Entry of judging team information revised & functional.
- Archived event scores now accurate.
- Dedicated server – faster & more secure.
- Site improvements ongoing (at a cost).
- Transferring as much work to Webmaster as possible.

Issues / Challenges:

- What is our end state?
- Integrating website capabilities with needs of the membership software committee.
- Find dedicated & experienced webmaster!
- Spam & inappropriate posting.
- Identify what members want & work priorities.
- Ongoing moderate investment required.

Road Ahead:

- Work priorities:
 - Bring slalom & rally scoring system on-line.
 - Refine forums functionality.
- Support Membership Software Committee requirements.
 - Is Drupal the right platform?
 - What off the shelf software is available?
 - What drives requirements?
- Develop intermediate & long term objectives.

Submitted by Jack Humphrey, Southwest Regional Director

2016 JCNA FACEBOOK REPORT

BY GINGER CORDA

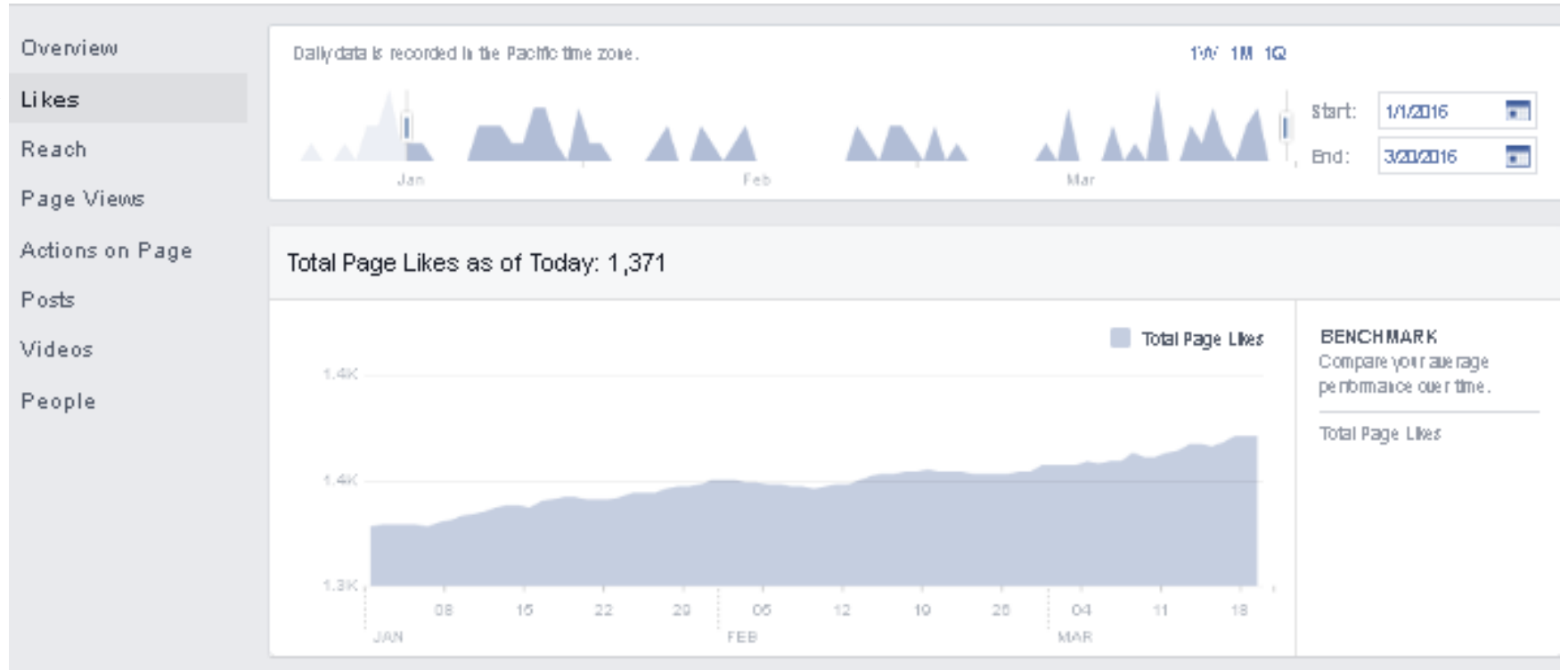
I serve as Facebook Page Administer for JCNA (as well as JCOF, and Norman Dewis of Jaguar). Facebook is a vital social networking site viewed worldwide, so our presence reflects the vitality of our organization. This platform is used to interact and promote JCNA; share event info., photos, videos, and other items of interest to the affiliated Jaguar clubs and global Jaguar community. As of March 20, 2016, we have 1,371 “Likes” (followers). Several affiliate clubs maintain Facebook pages and interact with JCNA’s page. This report contains user data, and the last page lists our page’s recent posts. I encourage all clubs to post to JCNA’s page! It’s free and easy to sign up, and start enjoying the great items being shared every day!



THIS WEEK, OUR PAGE RECEIVED 9 NEW “LIKES”

AND THIS WEEK’S POSTS REACHED 635 PEOPLE

OUR PAGE HAS 1,371 LIKES! - www.facebook.com/jaguarclubs.na

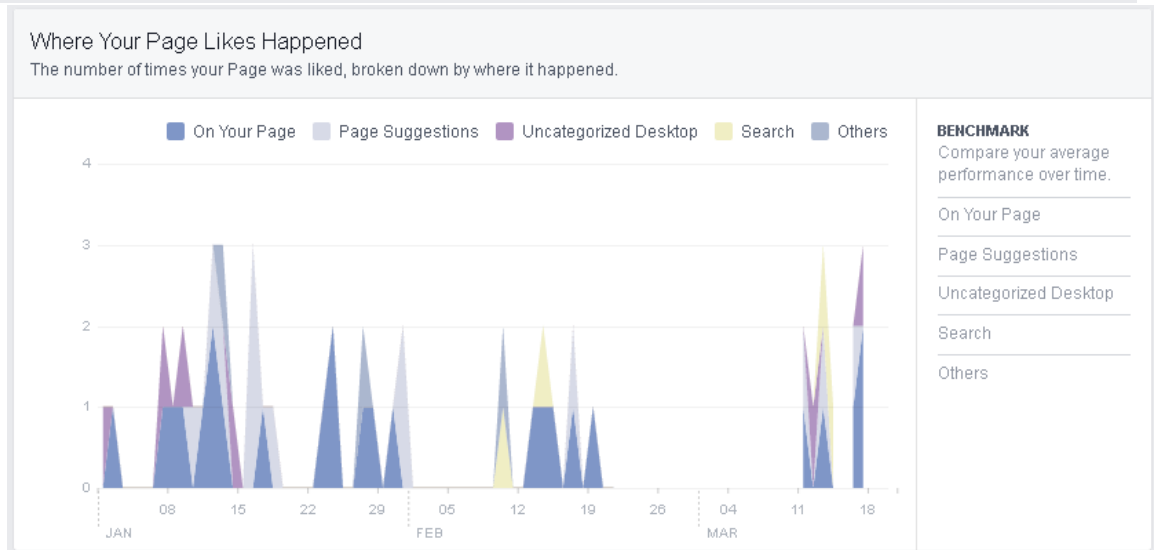


WE'VE GROWN STEADILY

&

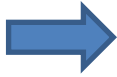
HERE'S WHERE IT IS

ORIGINATING



OUR FANS

(User Data)



- 84% are Male
- 26% age 18-34
- 60% age 35-64
- Majority in USA

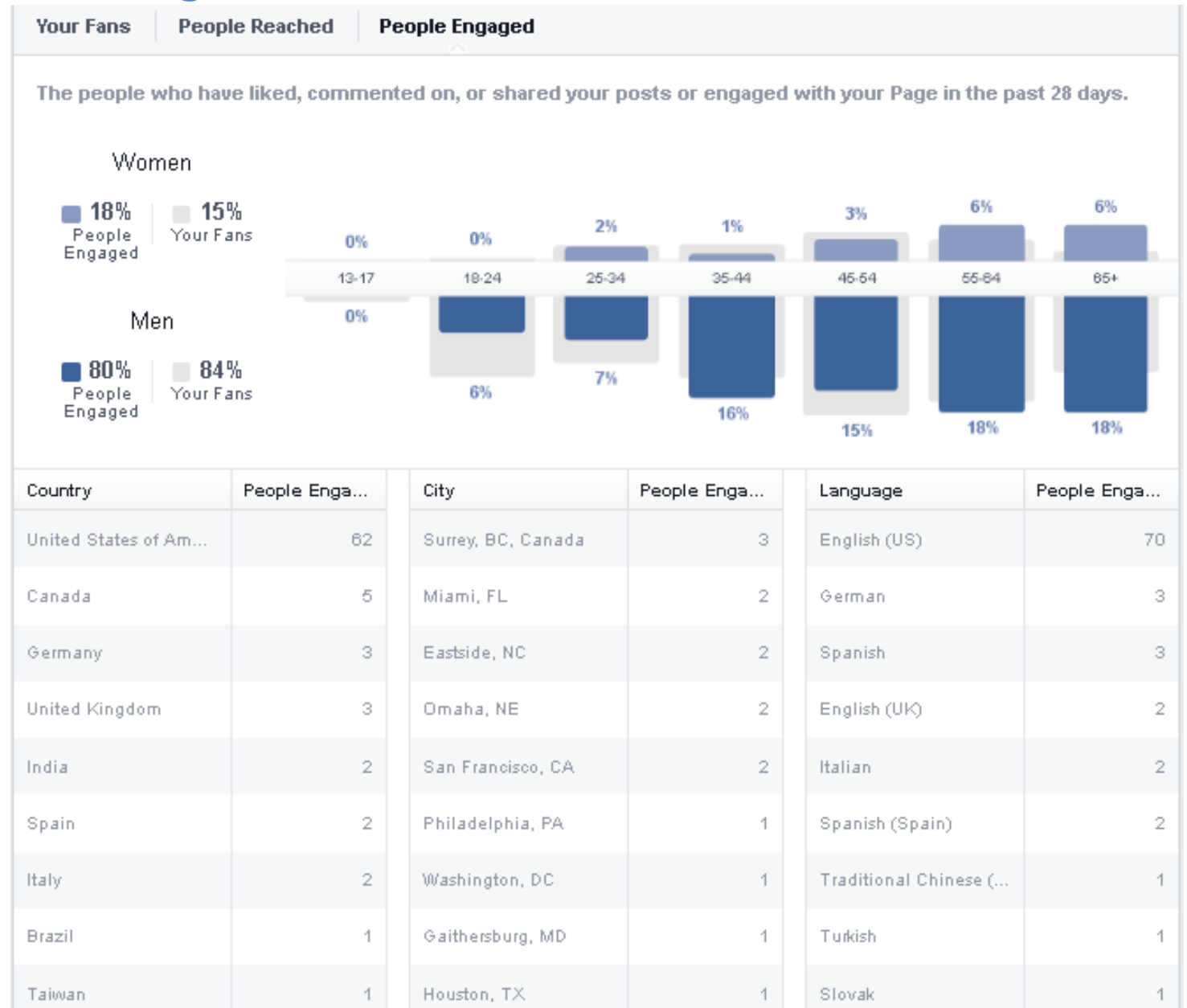


See next page
For data on
People Engaged

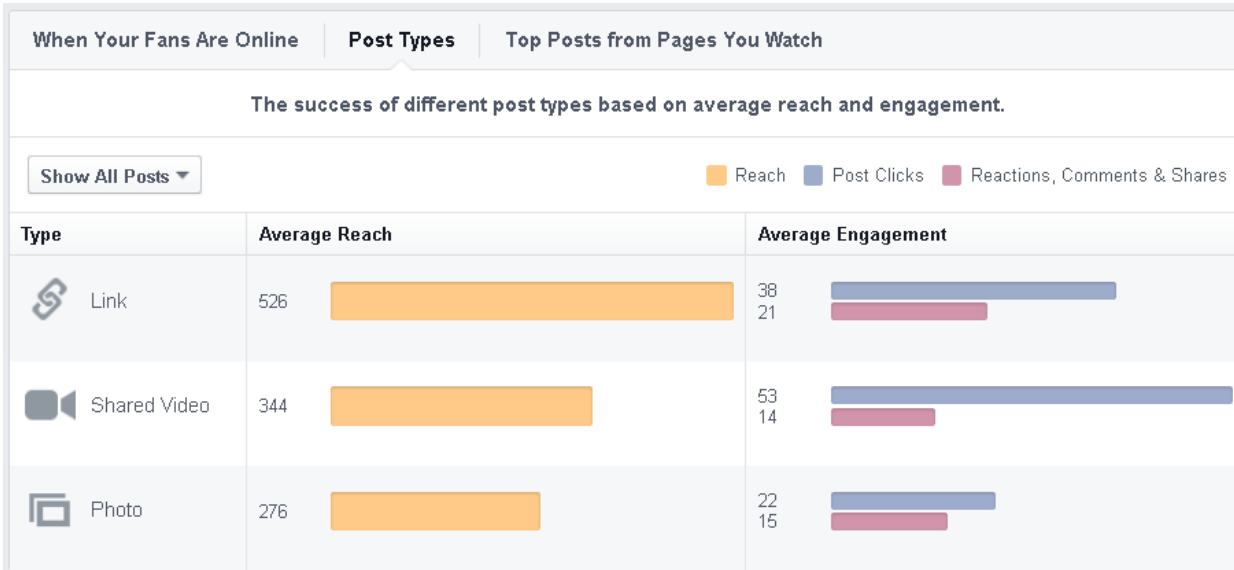
People Engaged with our Page



- High percentage over age 65
- Women more engaged
- Majority in USA



Overview of JCNA Facebook Page Posts (1/30/16 Thru 3/19/16) – POST TYPES



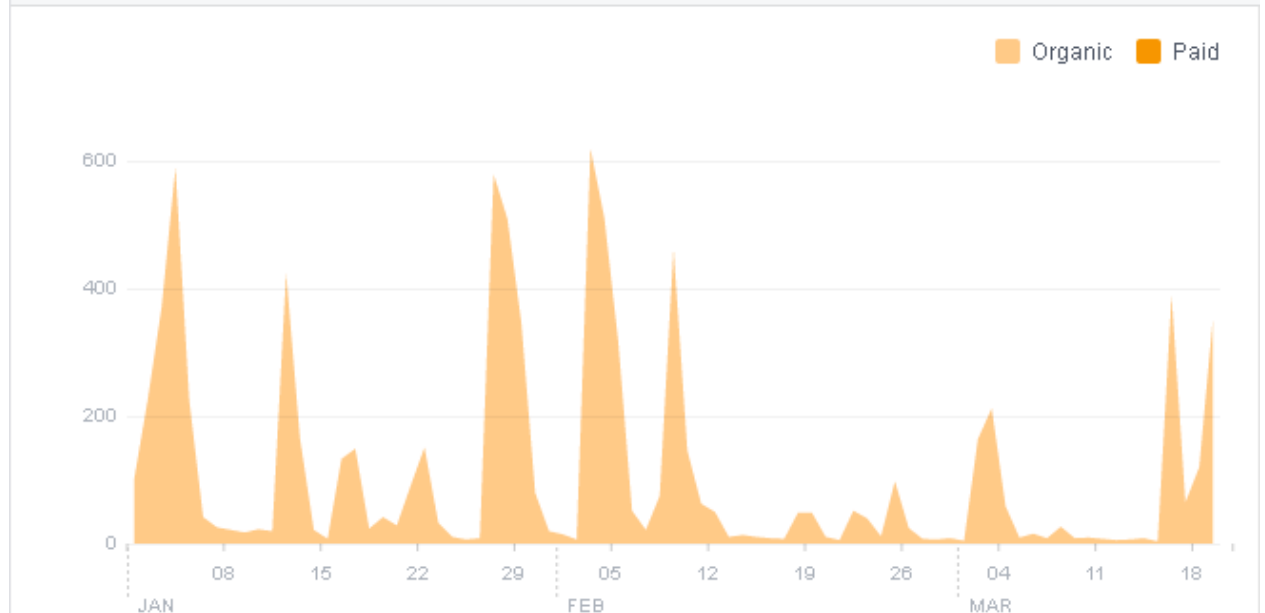
**LINKS & PHOTOS DO WELL,
BUT THE VIDEOS ARE VERY
POPULAR!**



**POST REACH VARIES, BUT IS
ALWAYS ORGANIC. WE HAVE
NO PAID ADS/OUTREACH.**

Post Reach

The number of people your post was served to.



JCNA Facebook Page Posts (1/30/16 Thru 3/19/16)

	Page	Messages	Notifications	Insights	Publishing Tools	Settings	Help	
Overview	03/19/2016 10:53 am		This is a wonderful interview of one of the most iconic Jag			287	14 11	Boost Post
Likes	03/18/2016 8:37 am		Hope you had a grand day!			145	10 15	Boost Post
Reach	03/16/2016 8:49 am		Jaguar Clubs of North America shared SVRA's post.			89	4 2	Boost Post
Page Views	03/16/2016 8:48 am		Jaguar Clubs of North America shared Jaguar Daimler Clu			288	16 3	Boost Post
Actions on Page	03/16/2016 8:47 am		Jaguar Clubs of North America shared Jaguar Owners Club			315	39 18	Boost Post
Posts	03/02/2016 10:23 pm		Jaguar Clubs of North America shared Mito Jaguar d'Epoc			414	27 29	Boost Post
Videos	02/25/2016 7:20 am		For those about to rock...Jaguar salutes you!			140	10 11	Boost Post
People	02/12/2016 12:19 am		Jaguar Clubs of North America shared Jaguar Club of Flori			128	12 10	Boost Post
	02/10/2016 8:30 am		Jaguar Clubs of North America shared Jaguar Racing Cars'			154	6 7	Boost Post
	02/09/2016 12:41 am		Jaguar Clubs of North America shared Jaguar Association			580	85 28	Boost Post
	02/04/2016 11:25 pm		Turn up the sound for this exciting video.			455	32 20	Boost Post
	02/03/2016 8:03 pm		This may be the last wild Jaguar in the US			1K	55 41	Boost Post
	01/30/2016 3:23 pm		Jaguar Clubs of North America shared Jaguar Daimler Clu			99	3 8	Boost Post

www.facebook.com/jaguarclubs.na ~ See you online!

CR-24 Jaguar Journal Report

Production

Since the last report, Graphcom have successfully integrated design and production functions and there is a stable team at Graphcom. The JJ team is functioning well with good communications across the JCNA team which as well as Diane DuFour now has Gregory Wells as Associate Editor and Rob Thuss as Committee Chair and Prebble Eklof as back-up.

Publication

JJ publication date has moved forward twice. The Journal is currently dropped in the mail midway through the preceding month for each issue, so that on average it arrives on or just before the start of the first cover month. The much earlier publication date is generally preferred by advertisers, but has to be balanced against coverage deadlines, since it can lead to delayed coverage of events occurring just after the new earlier deadlines – such as the 2016 AGM/IJF.

Electronic JJ

The Journal is now released electronically on the website at the time of mail drop, for readers requiring instant access. The Journal MUST have a more prominent position on the website as soon as possible and it is now urgent to provide a level of secure members-only website access for JJ (and potentially other members-only functions?)

JJ Extra / JJ Online

A current-awareness blog type electronic newsletter is being developed to cover breaking stories that come at the wrong time to fit JJ schedules. It will also provide a North American platform for club content and reports that do not find room in the pages of JJ. Advertising would be another option.

Content

Feedback continues to be positive and in general there is a good mix of available stories across most sections.

- The Canadian and UK columns continue but Mexico no longer submits material. This was a significant task for a small number of people so it is understandable that coverage tailed off, but ad hoc stories are always welcomed.
- A Region Report has been added after each President's Perspective column.
- There is more emphasis on current Jaguar models, thanks to improved supply of vehicles by JLR and enhanced relations with local dealers.
- Lack of modern car technical material remains a concern.

- Comparative lack of regular West Coast US material beyond the annual Pebble Beach/Laguna Seca coverage is also a concern, in contrast to Canadian West Coast stories. Steps have been taken to recruit writers from the under-represented regions.

Layout and advertising

Page layout has been re-shuffled to provide a highly-visible inside back cover advertising space. On the opposite page there is now a regular 'human interest' feature - the Member Spotlight' - to maximize viewing of the inside back cover ad. Overall the level of advertising has not altered substantially and there is room for more advertising to improve JJ revenue, before added pages can be considered. There have been some new additions in 2015-16, such as a regular page 5 premium space for RM/Sothebys, plus a few losses such as Coventry West, Grundy Insurance and irregular Hagerty depending on season.

The policy of major free publicity for core JCNA events remains in place, although if separate AGM and IJF events were to require separate full-page ads and extensive pre-publicity for both events separately, this might have to be reviewed so as not to unbalance the other content in certain issues.

The first standalone ad supplement, the 2015 Welsh holiday ride-along, was successful and Welsh have requested similar for 2016. This concept and similar novel ad options should be a source of revenue in future.

Special items

The JOA anniversary badge has been successful and may generate close to five figure income for JJ. It has already more than paid for the archive scanning, which should also generate income from USB copy sales.

Peter Crespin
10 March 2016

CR-25

FROM: Rob Thuss, *Jaguar Journal Comm.* Chair

TO: JCNA BOD
c/o Bob Matejek, Secretary

RE: 2016 AGM BOD Report
Jaguar Journal Committee Report:

DATE: March 20, 2016

As Peter Crespin has submitted a report on the *Jaguar Journal*, I hope not to restate matters that Pete has discussed.

Notably, the *Jaguar Journals* from 1954 to 2014 have been scanned and collected, and we are finalizing plans to offer them for sale to our membership. Each issue is scanned in a searchable PDF format with OCR. We are close to reaching an agreement with a company to install copy protection and these archived issues on a usb flash drive. We were able to achieve this through the much appreciated efforts of George Camp and JLR's cooperation and support. On the heels of the well-received JOA badge offering, we hope that when offered, this collection of 60 years of the *Jaguar Journal*, that it will likewise be well received with strong initial sales. There-after, we can make this an ongoing offering on the Store. We are close, if not poised, to announce the offering.

Now, a short note to report on some nuts and bolts, and challenges and goals. I've worked directly with Peter and Diane over the past few issues to develop a working rapport with them, and the task moving forward is to institute monthly meetings as a small working committee, in as much if not more, to provide support, as well as oversight. To that end, we do desire involvement and contributions of JCNA members as committee members. Prebble Eklof is a committee member. As we establish a committee schedule, we should begin to seek out and add members to contribute to the effort. How the committee approaches this process, and designs committee member roles and responsibilities, is something we will flesh out in committee in the coming months.

Another challenge is budgetary: the costs to produce an issue of the *Journal* is over \$20k and can move toward \$25k. The goal is to offset costs through advertising and move toward a break-even financial posture, but this proves challenging. The *Journal* fills a niche, and with about 7,000 household subscriptions, the scope for advertising fits with the scope of the subject matter and scope of the audience. Still, we do have room to grow advertising and to grow the publication moving forward. As advertising pages increase, the publication would also add pages so as to maintain a strong balance of content. Wedding online advertising with print is a desired goal and will be implemented in our advertising strategy when practical.

Lastly, I do recommend contract renewals for the *Journal's* contractor staff, who, in my experience, continue to learn and progress in their respective roles. So, in sum, we should expect good things ahead for the *Journal*.

CR-26

AGM 2016 Jaguar Journal & Website Advertising Report

The Jaguar Journal advertising revenue has been relatively stable with per issue revenue fluctuating between \$15,930 and \$17,000 per issue.

A media kit was created for 2016. There were minor changes to the ad specs, the number of ad sizes available, and a rate frequency was added. The media kit was emailed to all current advertisers in December 2015.

Print/web packages will be added to the media kit for 2017. I've been advised to discontinue banner sales until the redesign of the website is complete. There are currently 10 banner ads on the website.

The use of inserts by one of our advertisers was introduced in the November/December issue. The advertiser was very happy with the results. There is a need to streamline this process to ensure profitability.

Respectfully submitted,

Diane L. DuFour

CR-27

2017 JCNA International Jaguar Festival
Report to the JCNA Board of Directors
March, 2016

Host: North Georgia Jaguar Club

Dates / Venue: October, 2017 / Lanier Islands, Georgia

Current Registration: NA

Major Sponsors: TBD

Marketing: TBD

Major Events: TBD

Extracurricular Activities: TBD

Awards Plan: TBD

Budget Projections: TBD

Issues/Comments: NA

Submitted by Jack Humphrey, Southwest Regional Director

NORTH GEORGIA JAGUAR CLUB

- **OCTOBER OF 2017**
- **LANIER ISLANDS GEORGIA**

NGJC IS 14 YEARS OLD

- **HAS HAD 14 CONCOURS**
- **HOSTED THE 2005 JCNA CHALLENGE CHAMPIONSHIP**



LANIER ISLAND

- **LOCATED ON LAKE LANIER, ABOUT 40 MILES NORTH EAST OF ATLANTA**
- **A BEAUTIFUL LODGE, BEING UPGRADED RIGHT NOW**
- **MANY AMENITIES, INCLUDING GOLF AND HORSEBACK RIDING**

BEAUTIFUL VENUE FOR CONCOURS



THE LODGE



THE LODGE ROOMS





April 2, 2016

The part-time Administrator reports to the President.

Administrator Functions

- Performs clerical level tasks of a confidential nature including but not limited to producing letters, reports, memorandums, etc. via computer; making copies, filing, distributing mail, etc.
- Communicates in a positive and effective manner with officers, clubs, members, and the general public
- Composes letters, memoranda; develops charts, graphs, and diagrams
- Answers telephone, takes messages and answers inquiries within assigned scope of responsibility
- Schedules and maintains calendar, allocates time
- Open, manage, and distributes mail
- Maintains files and limited financial records
- Answers, classifies, and distributes voice messages
- Prepares and expedites purchases and direct payments, etc.
- Maintains logs, activity reports, expense reports, leave records, other records
- Proofreads and edits
- Prepares reports
- Maintains and processes forms
- Orders and keeps an inventory of supplies
- Performs other duties assigned.

Required Knowledge, Abilities, and Skills

- Maintain a high level of confidentiality
- Provide computer(s), printers, and other office equipment
- Manage remote office, supervise and train other office personnel
- Communicate clearly and concisely in both written and oral form
- Perform clerical and administrative tasks quickly and accurately
- Coordinate daily activities and/or schedule
- Work independently and organize complex clerical tasks
- Ability to be flexible and adaptable in a variety of situations
- Excellent copy editing and proofreading skills
- Remain calm under trying circumstances and work with frequent interruptions
- Maintain various organizational systems needed
- Maintain efficient office procedures and a system for keeping track of requested actions and reports
- Type from rough draft and keyboard at an efficient rate of speed
- Meet strict timelines and perform multiple tasks
- Work harmoniously with individuals and groups
- Maintain financial records and make basic math computations quickly and accurately
- Skill and knowledge in the operation, use, and care of office equipment
- Knowledge of business English, spelling, punctuation and grammar
- Knowledge and proficiency in the use of technology (i.e. computers, word processing, spreadsheets, the Internet, perhaps database(s), and PowerPoint
- Accomplish work responsibilities with minimum supervision
- Knowledge and ability of record keeping methods, keyboarding, and preparation of correspondence
- Knowledge of the functions of the various parts of JCNA
- Familiarity and knowledge of the JCNA Bylaws and Politics
- Knowledge of alphanumeric filing systems, inventory control methods, and methods commonly used in training for acquiring clerical skills.

Activities

Administrative functions performed during the most recent 10 months include:

- Establish secure platform in Microsoft Office 365 for JCNA records and documents
- On-line Filing system
- Move JCNA Roster and related club membership records, files, and operations in the Cloud so that key is accessible in real-time
- Telephone system management and call selection options
- Telephone answering
- On-call analysis for President, Board, Executive Committee, and Committee Chairs
- Club and club officer communications
- Answering telephoned questions from JLR referrals of the general public; redirect technical questions to the Tech Line
- Create Jaguar Journal distribution and mailing lists
- Member communications
- Telephone reception, redirection, and transfers
- Invoicing
- Reviews of AP invoices prior to payment by Treasurer
- Email answers, responses
- Virtual mailbox management, operations, and distribution
- Order-taking for Jaguar Journal
- Bi-monthly At-Large Member renewal processing

Year-End Membership Summary: 2008-2015

JCNA Club Roster Counts: Year-End Comparison

Club	Club Name and Location, by Club Number	2008	2009	2010	2011	2012	2013	2014	2015
SW01	Jaguar Club of Southern Arizona	68	61	57	54	49	46	35	48
SW02	Jaguar Club of Central Arizona	77	77	91	86	86	87	82	90

SW03	San Diego Jaguar Club	182	186	182	181	184	200	170	202
SW04	Jaguar Owners Club (Los Angeles)	235	218	196	197	203	190	107	120
SW05	Jaguar Associate Group (San Francisco)	308	281	263	254	220	237	201	215
SW06	Sacramento Jaguar Club	44	45	48	45	46	42	32	46
SW07	Rocky Mountain Jaguar Club (Denver)	108	108	113	120	114	132	112	129
NE08	Jaguar Club of Southern New England (JCSNE)	120	111	125	124	135	143	118	128
SE09	Jaguar Club of Florida (Orlando / Maitland)	69	90	104	103	109	107	81	224
SE10	South Florida Jaguar Club (Ft. Lauderdale)	67	64	66	45	37	50	42	73
SE11	Suncoast Jaguar Club of Florida (Tampa Bay)	71	59	75	63	41	44	47	311
SE12	Virginia Jaguar Club (VJC)	47	47	49	62	66	65	60	112
NC13	Illinois Jaguar Club (IJC)	141	136	141	136	140	131	100	133
SC14	Jaguar Club of Mexico	36	44	46	54	56	52	56	52
SC15	Great Plains Jaguar Owners Association	7	8	8	9	7	6	5	4
SC16	Heart of America Jaguar Club (Kansas City)	55	46	42	49	54	60	47	47
SC17	Gulf Coast Jaguar Club (Baton Rouge)	0	25	27	31	30	30	28	112
NE18	Jaguar Assn. of New England (JANE)	218	231	243	206	283	303	265	286
NC19	Jaguar Affiliates Group of Michigan (Detroit)	145	126	129	123	139	139	129	130
SC20	Jaguar Association of Greater St. Louis JAGSL	96	86	79	80	85	92	80	83
SE21	Carolina Jaguar Club (NC)	140	123	138	149	161	166	139	163
NE22	Empire Division (Metro NY)	26	26	28	31	36	36	34	40
NE23	Jaguar Drivers Club Long Island	73	69	77	64	73	59	70	66
NE24	Jaguar Aficionados of Greater Buffalo	48	45	48	44	47	46	43	48
NE25	Jaguar Club of Central New York (Syracuse)	70	60	56	58	61	53	50	63
NE26	Jaguar Touring Club (New Jersey)	135	130	126	122	119	115	93	99
27	- Placeholder; there is no Club 27								
NC28	Jaguar Club of Ohio (Cleveland)	124	122	120	128	134	123	119	136
NC29	Jaguar Club of Central Ohio (Columbus)	51	43	53	60	68	62	52	54
SC30	Jaguar Club of Tulsa	51	38	30	31	27	25	29	29
SC31	Central Oklahoma Jaguar Association	67	61	59	57	60	59	58	67
NW32	Jaguar Owners Club of Oregon	123	104	94	89	84	95	66	90
NE33	Delaware Valley Jaguar Club (Philadelphia)	174	147	146	149	139	146	121	260
SE34	South Carolina Jaguar Society (Charleston)	25	19	22	44	32	50	53	52
SC35	Jaguar Owners Association of the Southwest (Dallas)	77	89	71	54	59	39	47	43
SW36	Jaguar Club of Greater Las Vegas	30	27	25	21	23	18	15	11
SC37	Jaguar Club of Austin	57	47	56	63	63	62	58	56
SC38	Jaguar Club of Houston	141	137	113	110	98	94	70	58
SW39	Wasatch Mountain Jaguar Register (Salt Lake)	38	33	27	22	28	30	29	23
NE40	Nations Capital Jaguar Owners Club	220	215	203	219	197	182	159	182
NW41	Jag Drivers & Restorers Club of NW America (Seattle)	166	158	163	161	164	184	144	128
NW42	Canadian XK Jaguar Register (Vancouver)	76	74	74	73	82	85	76	79
NC43	Ontario Jaguar Owners Assn. (Toronto)	244	225	203	191	179	160	97	128
NW44	Pacific Jaguar Enthusiasts Group	30	28	28	32	34	34	21	17
NC45	Jaguar Club of Pittsburgh (JCP)	132	138	122	122	112	119	75	82
SW46	Reno Jaguar Club	42	31	40	38	42	36	30	33
NC47	Wisconsin Jaguars Ltd. (Milwaukee)	141	146	123	119	115	115	94	108

NE48	Ottawa Jaguar Club	67	72	78	79	89	87	83	100
NC49	Jaguar Drivers' Club, Area 51 (Louisville)	54	46	58	59	56	49	47	73
SC50	San Antonio Jaguar Club	60	57	68	62	55	54	45	96
NC51	Jaguar Assoc. of Greater Indiana (JAGIN Indianapolis)	63	68	74	71	81	94	76	94
NE52	Jaguar Auto Group (New Jersey)	34	32	41	32	22	33	26	25
53	- Placeholder; there is no Club 53								
SE54	Jaguar Club of North Florida	56	42	54	53	42	56	53	99
SE55	Music City Jaguar Club	20	0	32	19	20	20	23	30
SE56	Smoky Mountain Jaguar Club	113	107	88	93	88	76	61	65
SE57	North Georgia Jaguar Club	143	128	120	138	140	142	135	167
SC58	Jaguar Club of North Texas	27	37	36	26	31	24	21	36
NC59	Jaguar Club of Greater Cincinnati	53	49	49	53	57	52	43	44
SW60	Inland Empire Jaguar Club	14	15	18	14	11	8	10	24
NW61	Jaguar Car Club of Victoria	143	133	143	152	144	151	121	108
SE62	North Alabama Jaguar Club	12	13	18	8	11	13	10	21
NC63	Susquehanna Valley Jaguar Club	38	35	45	55	37	33	28	23
SW64	Jaguar Club of Southern Colorado	42	32	31	36	42	53	48	61
SW65	Jaguar Club of Northern Arizona	26	18	15	16	16	19	17	14
SW66	Jaguar Club of New Mexico					13	22	19	46
NE67	Capital Region Jaguar Club of New York Ltd							36	47
SE68	Jaguar Club of Southwest Florida								42
	JCNA LIFE MEMBERS						12	14	12
	At-Large Members	154	143	194	250	225	245	257	1206
NC98	Northcentral At-Large Members								80
NE98	Northeast At-Large Members								539
NW98	Northwest At-Large Members								19
SC98	Southcentral At-Large Members								73
SE98	Southeast At-Large Members								266
SW98	Southwest At-Large Members								216
NT98	International At-Large Members								10
CC00	Subscribers	36	28	11	3	4	5	4	1
CC00	Complimentary	62	62	39	50	29	32	29	30
	TOTAL JCNA Members	5842	5525	5541	5542	5534	5629	4845	7093

NOTE: Some figures move around a bit because of Excel issues: No worries ..

Prepared by
Harold Leggett, JCNA Administrator

CR-30 JCNA Assistant Administrator Report



April 2, 2016

The part-time Assistant Administrator reports to the President.

Assistant Administrator Functions

- Maintain JCNA Roster
- Performs clerical level tasks of a confidential nature including but not limited to email correspondence with members and club
- Communicates in a positive and effective manner with officers, clubs, members, and the general public
- Answers telephone, takes messages and answers inquiries within assigned scope of responsibility
- Prepares reports
- Performs other duties assigned.

Required Knowledge, Abilities, and Skills

- Maintain a high level of confidentiality
- Provide computer(s), printers, and other office equipment
- Manage remote office and high-speed Internet communications
- Work with Excel spreadsheets
- Enter changes in member records
- Enter member and club payment data

- Communicate clearly and concisely in both written and oral form
- Perform clerical and administrative tasks quickly and accurately
- Coordinate daily activities and/or schedule
- Work independently and organize complex clerical tasks
- Remain calm under trying circumstances and work with frequent interruptions
- Maintain various organizational systems needed
- Use outside vendors as needed for mass mailings
- Manage, assemble, and issue new member packets
- Maintain inventory of magazine back-issues for replacement and for new members
- Prepare and issue JCNA membership cards as needed
- Work harmoniously with individuals and groups
- Maintain financial records and make basic math computations quickly and accurately
- Skill and knowledge in the operation, use, and care of office equipment
- Knowledge of business English, spelling, punctuation and grammar
- Knowledge and proficiency in the use of technology (i.e. computers, word processing, spreadsheets, the Internet, perhaps database(s), and PowerPoint)
- Accomplish spreadsheet entry and data reporting work responsibilities with minimum supervision
- Knowledge and ability of record keeping methods, keyboarding, and preparation of correspondence
- Knowledge of the functions of the various parts of JCNA

Activities

Administrative Assistant functions performed during the most recent 10 months include:

- Maintain JCNA Roster in Microsoft Office 365 in Cloud
- Enter member additions, address changes, and other data changes in real-time
- Answer requests for analysis by President, Board, Executive Committee, and Committee Chairs
- Constant club and member communications
- Prepare expenses for reimbursement plus AP invoices for outside vendor services prior to payment by Treasurer
- Respond to emailed and telephoned questions
- Continue to improvement accuracy of JCNA Roster and communications

Prepared by

Nancy Corbeille, JCNA Assistant Administrator



Jaguar Clubs of North America

CR-32 Awards Management and Competition Awards

Dave McDowell has been handling the Year End Award Plate Tabs. There were some issues that had to be worked out with incorrect, missing scores and missing events. The Webmaster, Slalom, Rally and Concours Committees were very helpful at quickly resolving the issues.

Bob Matejek is handling all the special awards and the unique End of Year Competition Awards. The Trophy Shop in Denver is very accommodating.

This year, everyone who earned an End of the Year Award will be receiving one. They don't have to confirm anything which kept about 30% from being sent out in the past. We are using the best mailing address that we have from either 2016 or 2015 membership rolls.

Once the Web Site was fully functional all Clubs were sent an e-mail to check the accuracy of the results of the Concours, Rally and Slalom results. Most were good, a few needed to be revised. Our accuracy is better now that it has ever been in the past.

In mid-March, Coventry West has already started sending out the octagon plates to the winners. It will take many weeks to get all the plates out as it is fill in work for Coventry West. The plate tags will be mailed separately to the winners starting around the end of March.

The cost of the Concours pewter plates has gone up. Dave has proposed a slight increases in cost of certain plates to the Clubs.

Dave McDowell
Bob Matejek