

JCNA

AGM



March 17-19,

2017

Vancouver, BC, Canada

March 18, 2017 JCNA AGM Meeting**Agenda**

A-1	<u>Introduction</u>	<u>George Camp</u>	<u>verbal</u>
A-2	<u>Introduction of the Board of Directors</u>	<u>Board of Directors</u>	<u>yes</u>
A-3	<u>Delegate Roll Call</u>	<u>Bob Matejek</u>	<u>yes</u>
A-4	<u>Administrative Instructions</u>	<u>Bob Matejek & Jack Humphrey</u>	<u>yes</u>
A-5	<u>Approval of the 2016 AGM Minutes</u>	<u>Bob Matejek</u>	<u>yes</u>
A-6	<u>Old Business</u>	<u>None</u>	<u>no</u>
A-7	<u>New Business</u>	<u>inc. in CR-14</u>	<u>yes</u>
NB-1	<u>Concours Program Proposal will be presented with the Concours Committee Report</u>		

Committee Reports:

			<u>Report?</u>
CR-1	<u>President's Perspective</u>	<u>George Camp</u>	<u>verbal</u>
CR-2	<u>JCNA Liaison Report</u>	<u>Barbara Grayson</u>	<u>yes</u>
CR-2a	<u>JLR Liaison Report</u>	<u>Fred Hammond</u>	<u>yes</u>
CR-3	<u>JCNA Treasurers Report</u>	<u>Gary Kincel</u>	<u>yes</u>
CR-4	<u>Publications</u>	<u>George Camp</u>	<u>yes</u>
CR-5	<u>Trophy</u>	<u>Dave McDowell</u>	<u>yes</u>
CR-6	<u>Tool Loan</u>	<u>George Camp</u>	<u>yes</u>
CR-7	<u>Regalia Report</u>	<u>Gary Vaughan</u>	<u>Inc. in CR-11</u>
CR-8	<u>Regional Director Election Results</u>	<u>Gerry Ellison</u>	<u>yes</u>
CR-8a	<u>Executive Candidates and Election</u>	<u>Gerry Ellison</u>	<u>yes</u>
CR-8b	<u>Election Bylaw Revisions VI-4 & 5</u>	<u>Gerry Ellison</u>	<u>yes</u>
CR-9	<u>Membership Outreach Efforts / PTS</u>	<u>Ed Avis</u>	<u>yes</u>
CR-10	<u>JCNA Membership Committee Report</u>	<u>Nedra Rummell</u>	<u>yes</u>
CR-11	<u>Business Committee Report</u>	<u>Gary Vaughan</u>	<u>yes</u>
CR-12	<u>Legal Counsel Report</u>	<u>Rob Thuss</u>	<u>yes</u>
CR-13	<u>Special Awards Committee Report</u>	<u>Bob Matejek</u>	<u>yes</u>
CR-14	<u>(NB-1) Concours Program Proposal</u>	<u>George Camp</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-17	<u>Concours Rule Book</u>	<u>D. Cavicke/S. Kennedy</u>	<u>yes</u>
CR-18	<u>Protest Committee Report</u>	<u>Knick Curtis</u>	<u>yes</u>
CR-19	<u>JCNA Rally Committee Report</u>	<u>Jay Hixon</u>	<u>yes</u>

CR-20	<u>Slalom Committee</u>	Tom Wright	yes
CR-20a	<u>Revised Slalom Classes</u>	Tom Wright	yes
CR-21	<u>Jaguar North American Archives</u>	Mike Cook	yes
CR-22	<u>JCNA Web Site</u>	Jack Humphrey	yes
CR-23	<u>Membership Software Committee</u>	Gary Kincel	yes
CR-24	<u>Face Book Report</u>	Diane Dufour	yes
CR-25	<u>Jaguar Journal</u>	Peter Crespin	yes
CR-26	<u>Jaguar Journal Committee Report</u>	Rob Thuss	yes
CR-27	<u>JJ and Web Site Advertising</u>	Diane Dufour	yes
CR-28	<u>2017 International Jaguar Festival</u>	John Hoffman	yes
CR-29	<u>2018 AGM Proposal (San Antonio, TX)</u>	Brian Blackwell	none
CR-30	<u>2018 IJF</u>	Jack Humphrey	none
CR-31	<u>2019 AGM and 2019 IJF</u>	Jack Humphrey	none
CR-32	<u>Administrator's Report</u>	Harold Leggett	yes
CR-33	<u>Asst. Administrator (Roster and Membership)</u>	Cara Dillon	none
CR-34	<u>Authenticity / Technical Help Line</u>	George Camp	yes
CR-35	<u>Awards Management and Competition Awards</u>	Dave McDowell	yes
CR-36	<u>Electronic Commerce Committee</u>	Jack Humphrey/Diane DuFour	inc. in CR-27
CR-37	<u>Communication</u>	Jack Humphrey/Diane DuFour	yes
CR-39	<u>Coventry (formerly Jaguar) Foundation (info Only)</u>	Gary Vaughan & Kincel	yes
CR-40	<u>Scam & phishing attempts in JCNA and Clubs</u>	Les Hamilton	yes
Misc.	<u>Open discussion from the floor.</u>	All the delegates	none

JCNA Board of Directors

President	George Camp
Vice President	Barbara Grayson
Elected Member to the Exec Comm.	Jack Humphrey
Secretary	Bob Matejek
Legal Counsel	Rob Thuss
Past President	Dick Maury
Honorary Vice President	Kim McCullough, VP Jaguar Cars
Treasurer	Gary Kincel
NW Regional Director	Carole Borgens
NW Regional Director	Barbara Grayson
SW Regional Director	Jack Humphrey
SW Regional Director	Doug Dechant
NC Regional Director	Bob Matejek
NC Regional Director	Mike Meyer
SC Regional Director	Gary Vaughan
SC Regional Director	Dave McDowell
SE Regional Director	George Camp
SE Regional Director	Tom Wright
NE Regional Director	Dennis Eklof
NE Regional Director	Peter Crespin

2017 JCNA AGM Delegates and Proxies

	<u>JCNA Administration</u>	<u>Delegate #1</u>	<u>Delegate #2</u>
	JCNA Treasurer (Gary Kincel)	Gary Vaughan - D	
	JCNA Legal Council - (Rob Thuss)	none	
	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	Steve Christenson - D	Steve Averill - D
NW-42	Canadian XK Jaguar Register	Tom Doyle - D	Timothy Horton - D
NW-44	Pacific Jaguar Enthusiasts Group	Tony Moffat - D	Mike Lawton - D
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-13	Illinois Jaguar Club	Mike Meyer - P	Bob Matejek - P
NC-19	Jaguar Affiliates Group of Michigan	Paul Blunt - D	Bob Matejek - D
NC-28	Jaguar Club of Ohio	Mike Meyer - D	Paul Cusato - D
NC-29	Jaguar Assn of Central Ohio	Mike Meyer - P	Mike Meyer - P
NC-43	Ontario Jaguar Owners Assn	Allen Lingelbach - D	Carol Lingelback - D
NC-45	Jaguar Club of Pittsburgh	Mike Meyer - P	Mike Meyer - P
NC-47	Wisconsin Jaguar Ltd	Bob Matejek- P	Bob Matejek - P
NC-49	Jaguar Drivers Club Area 51	Mike Meyer - P	Mike Meyer - P
NC-51	Jaguar Assn of Greater Indiana	Nick Lenard - D	Nick Lenard - D
NC-59	Jaguar Club of Greater Cincinnati		
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	Eleanor Morris - P	Karl Danneil - P
NE-18	Jaguar Assn of New England	Bonnie Getz - D	Jim Sambold - D
NE-22	Empire Division	Eleanor Morris - P	Karl Danneil - P
NE-23	Jaguar Drivers Club of Long Island	Dennis Eklof - P	Peter Crespini - P
NE-24	Jaguar Afficionados of Greater Buffalo	Dennis Eklof - P	Dennis Eklof - P
NE-25	Jaguar Assn of Central New York	Bonnie Getz - P	Bonnie Getz - P
NE-26	Jaguar Touring Club		
NE-33	Delaware Valley Jaguar Club	Bill Beible - D	Kurt Rappold - D
NE-40	Nations Capital Jaguar Owners Club	Bob Engh - D	Walter Thaxton - D
NE-48	Ottawa Jaguar Club	Lee Harrington - D	Lee Harrington - D
NE-52	Jaguar Auto Group		
NE-67	Capital Region Jaguar Club of NY Ltd.	Eleanor Morris - D	Karl Danneil - D
	NE Regional Director	Dennis Eklof - D	
	NE Regional Director	Peter Crespini - D	

2017 JCNA AGM Delegates and Proxies

	<u>South West Region</u>		
SW-01	Jaguar Club of Southern Arizona	Jack Humphrey - P	Jack Humphrey - P
SW-02	Jaguar Club of Central Arizona	Rosemary Price - D	Carol Capano - D
SW-03	San Diego Jaguar Club	Dick Cavicke - D	Pete Reith - D
SW-04	Jaguar Owners Club of LA	Mike Mayuga - D	Mike Mayuga - D
SW-05	Jaguar Associates Group - SF	Les Hamilton - D	Dorothy Smith - D
SW-06	Sacramento Jaguar Club	Mary Snyder - D	Mary Snyder - D
SW-07	Rockey Mountain Jaguar Club	Steve Kennedy - D	Bob Grossman - D
SW-39	Wasatch Mountain Jaguar Register	Jack Humphrey - P	Jack Humphrey - P
SW-46	Reno Jaguar Club		
SW-60	Inland Empire Jaguar Club		
SW-64	Jaguar Club of Southern Colorado	Jack Humphrey - D	Donald Yowell - D
SW-65	Jaguar Club of Northern Arizona	Martin Ross - D	Martin Ross - D
SW-66	New Mexico Jaguar Club	Deanie Kennedy - P	Deanie Kennedy - P
	SW Regional Director	Jack Humphrey - D	
	SW Regional Director (Doug Dechant)	Jack Humphrey - P	
	<u>South Central Region</u>		
SC-14	Jaguar Club Mexico	Joseph Pete Reith - D	Dave McDowell - 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	Gary Vaughan - P	Dave McDowell - P
SC-30	Jaguar Club of Tulsa	Dave McDowell - P	Dave McDowell - P
SC-31	Jaguar Club of Central Oklahoma	Gary Vaughan - P	Dave McDowell - P
SC-35	Jaguar Owners Club of North Texas	Gary Vaughan - P	Dave McDowell - P
SC-37	Jaguar Club of Austin	Gary Vaughan - P	Dave McDowell - P
SC-38	Jaguar Club of Houston	Gary Vaughan - P	Dave McDowell - P
SC-50	San Antonio Jaguar Club	Brian Blackwell - D	Brian Blackwell - D
	SC Regional Director	Gary Vaughan - D	
	SC Regional Director	Dave McDowell - D	
	<u>South East Region</u>		
SE-09	Jaguar Club of Florida	Tom Wright - P	Tom Wright - P
SE-10	South Florida Jaguar Club	Tom Wright - P	Tom Wright - P
SE-11	Sun Coast Jaguar Club of Florida	Tom Wright - P	Tom Wright - P
SE-12	Virginia Jaguar Club	Diane DuFour - P	Ron Kuligowski - P
SE-21	Carolina Jaguar Club	Diane DuFour - D	Ron Kuligowski - D
SE-34	Jaguar Society of South Carolina	George Camp - D	George Camp - D
SE-54	Jaguar Club of North Florida	Craig Kerins - P	Tom Wright - P
SE-55	Music City Jaguar Club		
SE-56	Smokey Mountain Jaguar Club	Gary Cobble - D	Gary Cobble - D
SE-57	North Georgia Jaguar Club	John Hoffman - D	Craig Kerins - D
SE-62	North Alabama Jaguar	George Camp - P *	George Camp - P *
SE-68	Jaguar Club of SW Florida	Tom Wright - P	Tom Wright - P
	SE Regional Director	George Camp - D	* need form
	SE Regional Director	Tom Wright - D	151 max votes



Jaguar Clubs of North America

AGM Administrative Instructions

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 8:00 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 Counsel, Tom Wright.

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 2017.

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

Thanks to the Canadian XK Jaguar Register and The Canadian Classics MG Club for putting together this great AGM.



Jaguar Clubs of North America
56th Annual General Meeting
April 2, 2016
Scottsdale, AZ.

Introduction

Introduction of the Board of Directors

CR-01 Delegate Roll Call (attached at the end)

CR-02 Administrative Issues

CR-03 JCNA-JLR Liaison Report

It has been a very productive year in the relationship between JCNA and JLR. Jaguar Cars has grown to a 5 vehicle line company with much respected products.

Kim McCullough will add more tonight as the banquet speaker. Per Fred H.

Floor question: The Jaguar Drivers Tour was questioned as to its timing.

Answer: Watch the Jaguar website for the itinerary.

Barbara Grayson's Report was attached to the AGM Package.

CR-04 Treasurer Report

\$15,000 is being moved to a long term CD, similar to last year which is coming after several years with funds coming out of long term savings. JCNA is now in a pretty stable financial condition. Thanks to everyone who assisted in the financial improvements.

CR-05 JCNA Publications – see the 2016 AGM Report.

CR-06 JCNA Trophies Report

Trophy production takes 12 to 16 weeks.

We ask 30 days' notice, but can probably work faster. With 40-some Concours during the summer, it is a challenge to keep up with the rush of orders.

CR-07 Tool Program

The quantity of tools has been expanded. Our tools are those that are specified in the Jaguar instruction manuals and CD's. Some repair or adjustments

absolutely require the use of some of these tools. Some look like they have never been used. There are tools for use in all vehicles including the newest.

CR-09 Nominating Committee – see the 2016 AGM Report
George Camp and Barbara Grayson were reelected as President and Vice President.

CR-10 Membership Outreach Efforts / PTS - see the 2016 AGM Report

CR-11 JCNA Membership Committee - see the 2016 AGM Report

CR-12 Business Committee Report - see the 2016 AGM Report
Some bills showed up in an earlier accounting period so we showed a short term negative cash flow just due to the date of the payments.
We would like to expand membership on the Business Committee to the NW, SW, and SE regions.

CR-13 Legal Counsel Report- see the 2016 AGM Report

CR-14 Special Awards Committee - see the 2016 AGM Report

Mid-morning break

CR-15 Concours Rules Committee Report - see the 2016 AGM Report

Revised the Concours Program to select the true North American Championship Cars: Some cars go out collect three good scores and go back into storage.
More judges, judging guides and judges training will help.
Invite the top standing cars to the IJF to be judges side by side.
How to get the cars to a certain area of the country, the involved expense and getting the top judges present is a big issue.
Discussion ensues. Concerns were that cars less than 20 years old would be excluded.

An effort was made with a proposal and a second, to have the Concours Committee provide a firm proposal at the 2017 AGM. That was changed into a JCNA President's directive to have the Concours Committee to present a proposal at the 2017 AGM for vote to resolve then Concours judging problems and concerns.

CR-16 JCRC Concours Rules Committee Report

Clear Bra Proposal on Driven Class Cars:
The JCRC was split between allowing clear bras as it is not a Jaguar official option, so it was put to the AGM to decide. Discussion ensued. The original proposal was for the clear bra to be applied from the A-pillar forward. There was an amendment to have it cover the entire car allowing for coverage of the fuel filler and tire splash areas. The full

car cover proposal was voted down. The original proposal of A-pillar forward was approved. The JCRC will work out how to implement the clear bra and it will be presented at the 2017 AGM.

Several rule book administrative changes and clarifications were presented without a need to vote. See the 2016 AGM package.

Lunch

2015 AGM Meeting Minutes – were approved.

CR-17 Protest Committee Report- see the 2016 AGM Report

CR-18 JCNA Rally Committee - see the 2016 AGM Report

CR-19 Slalom Committee - see the 2016 AGM Report

CR-21 Jaguar North American Archives - see the 2016 AGM Report

CR-22 JCNA Web Site

The Concours results are now 99% working and Judge's names are being accepted. Judges names not being accepted were as a result of many judges not being categorized as judges. Harold had to fix several membership accounts.

The Slalom and Rally algorithms are done but the data has not been input. These were maintained on manual spreadsheets in 2015.

There is a roadmap outlining where the website is and where it is going short term and longer term.

Floor question: Does the Concours Rule Book provide directions on inputting scores on the new website or the old website.

Answer: There is online help on the new website giving detailed instructions. The Concours Rule Book does not cover the new website right now.

Floor question: Can JCNA members now look at the results for 2015 and previous years?

Answer: Yes, the old data is now in an archive in the new website, easily accessible.

CR-23 Facebook Report - see the 2016 AGM Report

Floor question: Are other social media's being considered for JCNA.

Answer: No one knew the answer and the chair was not present.

CR-24 Jaguar Journal Report - see the 2016 AGM Report

There is an attempt to show old cars as well as new cars. There will be tech articles coming up on the latest engines. There is a desperate info for technical info on the new cars. Please provide any and all feedback to the JJ Editor.

CR-25 Jaguar Journal Committee Report - see the 2016 AGM Report

CR-26 JJ and Website Advertising Report - see the 2016 AGM Report

CR-27 2017 IJF

It will be at Lanier Islands, GA., October, 13 - 15, 2017.

Concours and Slalom will be onsite. It's a beautiful resort.

It's close to Atlanta although about 45 miles from the Atlanta airport.

The weather is traditionally good with almost no rain and good temperatures.

Rally will be along tree lined country roads. Plenty of room for trailer parking.

The 2016 AGM Report has color slides from the host resort.

A motion was made to approve the IJF proposal and it passed.

CR-28 2018 AGM – No one has volunteered to host the event yet?

CR-29 JCNA Administrator's Report - see the 2016 AGM Report

Floor question: Why are there such a large increase in some club membership levels?

Answer: Due to the Jaguar Discount Program, many people recently joined JCNA and the Clubs.

Floor question: Who is paying the dues for these new members?

Answer: The dues are paid either by the new members or the dealers.

Floor statement: When these new members came in through the dealerships we never had a chance to meet them and bring them into the Club.

Answer: The Clubs were given names of the new members in order to recruit them.

Floor statement: Some of the Clubs couldn't handle the load of recruiting all the new members.

CR-30 Asst. Administrator's Report- see the 2016 AGM Report

CR-31 Authenticity – no report

CR-32 Awards Management

The website had a few problems this past year so getting the awards together started late. All the EOY Plates have been mailed out to everyone's houses by today and the little tags will be mailed out in 2 weeks.

Open Floor Discussions:

Floor Statement: Putting together a Concours show field and judging assignments can take many hours of hard work. Ed Sowell has developed a program called Concours Builder and he is making it available to all clubs for free. It has been successfully used in LA and is currently in beta testing.

Floor question: Why did JCNA change the dues structure to annual from quarterly dues?

Answer: The cost for establishing a new member is a fixed cost. The third and fourth quarter reduced costs were a loss to JCNA.

Floor Statement: Can you consider an initiating fee for new first time members.

Answer: That has already mentioned and is being considered by the Membership and Business Committees.

Floor Question: Are there any plans to create a CD detailing originality of certain areas of a car, such as the engine compartment. This would go further to help in the restorations and showing of Concours cars.

Answer: More judging guides are being considered and some are in the works. Inputs and assistance is requested. The JCNA community does have the information and it needs to be brought forward so it can be published.

Floor Statement: JCNA should be able to afford giving free memberships to new first time members. Money can be saved by dropping the printed JJ and going only to an electronic JJ.

Answer: The membership insists in having a printed copy of the JJ arriving at their homes. If JCNA gave away free initial memberships, would the local Clubs follow suit. Some would and some wouldn't.

Bob Matejek
JCNA Secretary

2016 JCNA AGM Delegates and Proxies

	<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-13	Illinois Jaguar Club	Bob Matejek - P	Mike Meyer - P
NC-19	Jaguar Affiliates 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	Eleanor Morris - P	Eleanor Morris - P
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	no one	no one
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	

South West Region			
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	Ed Sowell - 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	Jerry Gill - D	Jerry Gill - D
SW-46	Reno Jaguar Club	Deanie Kennedy - P	Deanie Kennedy - P
SW-60	Inland Empire Jaguar Club	Mike Zavos - D	Mike Zavos - D
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	
South Central Region			
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	Dave McDowell - P	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	
South East Region			
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	Rob Thuss - 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	Dick Maury - 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	

JCNA Liaison Report

The communication with JLR continued to go quite well. It is very important to keep a congenial line of dialogue open for the benefit of both JCNA and JLR.

The very successful JLR private discount program continues benefiting both JCNA members and JLR sales. The private offer program has the following discounts with a deadline of March 31, 2017.

Jaguar discounts: **2017 XE** \$1000, **2016/2017 XF** \$1000, **2016 XJ** \$5000, **2016/2017 F-type** \$2500 and **2017 F Pace** \$1000.

Also included this year are Land Rover discounts: **2016/2017** Discovery Sport \$750, **2016/2017** Evoque \$1000, and **2016/2017** Range Rover Sport \$1000

At the 2016 AGM in Scottsdale Kim McCullough, and George talked about an affiliate competition for the sale of the new XE and F-Pace. JLR put up \$3500 to be divided between the top three winning affiliates. There was a three way tie with the JAG of San Francisco, JANE of New Hampshire and Jaguar Club of Florida of Orlando with all three receiving a check courtesy of JLR.

Mike Cook was helpful in getting the Jaguar Journals from the past to the present digitized. There is a lot of great reading in those magazines and they'll give you a bit of history on the progression of JCNA from then to now. The digitized versions can be purchased on the JCNA website for \$99.00 for JCNA members and \$149.00 for non-members.

The 2016 Special Event Sponsorship money was distributed by decisions of the regional directors in the areas where a sponsorship application had been received. The application submission time had been extended to March 31st 2016 due to misunderstanding of the deadline to make sure all clubs had the opportunity to request the support. The due date for 2017 is February 28th with no extensions to my knowledge.

The JLR F-type on track conditions test drive was once again held in conjunction with SVRA at the following 2016 race track events. Sonoma Historic Motorsports Festival , in Sonoma, California , Brickyard Vintage Racing Invitational, Indianapolis Indiana, Portland Vintage Racing Festival, Portland, Oregon, Watkins Glen US Vintage Grand Prix, Watkins Glen, NY, Coronado Speed Festival in San Diego, California, NOLA Mardi Gras, in New Orleans, LA and the US Vantage National Championship (COTA) in Austin, Texas.

There was a discussion to have the Jaguar Journal distributed directly to the dealers but JLR will continue to do the distribution.

I'll be working with Fred Hammond, JLR liaison, on a JLR Designated Director job description which will be completed for the 2017 BOD meeting approval.

Submitted February 7, 2017
Barbara Grayson JCNA Liaison

Jaguar Land Rover Designated Director Report

By Fred Hammond, JCNA Liaison

CY2016 has turned out to be a record breaking year for Jaguar Land Rover as a whole and the Jaguar Brand in particular.

In the US, year to date through December, Jaguar has more than doubled its volume with sales up 116 percent to 31,243 units sold versus 14,466 in 2015. Full year sales were led by the brand's new volume leader F-PACE with 10,016 sales. The XE hit 6,656 units sold. The all new Jaguar XF increased 12 percent to 6,665 units sold for the year, the last two models showing a strong performance in an otherwise depressed Sedan market.

Jaguar launched two new entry luxury vehicles in 2016: the 2017 XE compact luxury sedan, starting at \$34,900, and the 2017 F-PACE compact luxury SUV, starting at \$40,990. Competitively priced within their respective segments, these two new models appeal to an all-new segment of buyers for the brand and hopefully introduced several new members to the JCNA membership rolls.

After positive experiences in 2015 and 2016, we are hoping to continue our relationship with SVRA. This past year it is estimated by Marketing that over 1,400 JCNA members and their family members took up our offer of free admission to these races and we hope to renew our agreement with SVRA shortly.

On the Jaguar racing front, there are two Formula E series races scheduled for North America, one in Brooklyn, NY's Red Hook section, where a street course will be erected and in Montreal, Que. at the world famous Circuit Gilles Villeneuve. It is our hope to be able to offer some sort of discount package to JCNA members. For more information on the Jaguar I-TYPE Formula E effort, check out our website at <http://www.jaguarusa.com/jaguar-racing/index.html>

JLR is also on the verge of a big move – after 27 years at our MacArthur Boulevard location, JLR will relocate to new digs on the other side of Mahwah, NJ, a mere three miles away. We are in the process refurbishing the facility which formerly housed Sharp Electronics North American Headquarters. The current schedule calls for the first departments to begin the move in December of this year. One of the first to make the move to the new International Crossroads location will be Jaguar Land Rover North American Archives.

On a more business related topic, we are making headway on a long overdue job description for the JLR Designated Director. Thanks to the continued efforts of Barbara

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Grayson, Rob Thus and George Camp, it is hoped that we will be able to present an acceptable job description to the BoD at this AGM.

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Treasurer Report Prepared for the BOD at the 2017 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. 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 2016. JCNA had funds available with 2 institutions.

1. With Merrill Lynch, managed by Phil Taxman, our savings was \$212,348.15
2. With Wells Fargo, our combined account balance was \$65,757.91

As reported last year, 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, and JCNA accounts at Wells Fargo Bank. Now in the second year as our outside accounting firm, it is my opinion that the work is very good, reporting is timely, and conversations are candid. I believe now more than ever, that the move to an outside accounting firm was a good one. Michael Blissman CPA recently accepted responsibility for maintenance of the JCNA master membership roster.

Since 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. Unfortunately, I must report that we had a major breach of our Wells Fargo accounts in late 2016, by an unknown individual or individuals that resulted in a significant number of fraudulent transactions. Ultimately all funds were returned to JCNA accounts, and new checking, and savings accounts were opened, along with closure of the old accounts. I suggest that the leadership of JCNA explore other banking options during the coming months, based on a number of factors, including WellsFargo handling of the fraudulent activity, noted above.

Quarterly financial statements have been prepared for Quarter 1-3 in 2016, with Q4 pending completion as of this writing. These statements were presented to the BOD, and JCNA leadership for their review. It

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is my observation that we are in good financial health. Our savings with Merrill Lynch continues to grow, and our cash on hand is stable. We have been able to support the normal day to day activities of JCNA from regular income, along with ongoing maintenance and updates to our website. We have a limited amount of additional funds available to support new projects and programs approved by JCNA leadership and BOD.

We do not have a 2017 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

Jaguar Clubs of North America
Balance Sheet Comparison
As of December 31, 2016

	Total			
	As of Dec 31, 2016	As of Dec 31, 2015 (PY)	Change	
ASSETS				
Current Assets				The bank accounts were compromised late in 2016
Bank Accounts				causing the need to open new bank accounts.
100-2 Wells Fargo - Operating (9417)	-1,170.19	7,861.34	-9,031.53	See account #203-0 Fraudulent Bank Charges for return of money for 2016.
101-3 Wells Fargo-Savings (6743)	294.64	39,382.08	-39,087.44	
101-4 Wells Fargo - Savings (from Pay Pal) (6735)	0.59	17,317.55	-17,316.96	
101-5 PayPal	4,537.81	4,710.63	-172.82	
102-0 Wells Fargo - Operating (9312)	22,553.02		22,553.02	
102-1 Wells Fargo - Savings (9320)	42,820.05		42,820.05	
103-3 Merrill Lynch-Goldman Sachs	8,000.00	8,000.00	0.00	
103-4 Merrill Lynch-Goldman Sachs 1	0.00	18,000.00	-18,000.00	See new purchases in early 2016 below #105-3.
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	25,000.00	0.00	
104-0 Cash in Brokerage Account	1,177.15	32,765.90	-31,588.75	
104-2 Merrill Lynch-Synchrony Bank	21,000.00	21,000.00	0.00	
104-5 Merrill Lynch-Capmark Bank	22,000.00	22,000.00	0.00	
104-6 Merrill Lynch-American Express Cen	23,000.00	23,000.00	0.00	
104-8 Merrill Lynch-GE Capital Bank	0.00	0.00	0.00	
104-9 Merrill Lynch-Goldman Sachs BK USA	32,000.00		32,000.00	From brokerage cash
105-1 Merrill Lynch-Goldman Sachs BK USA New York, NY (05/04/21)	8,000.00		8,000.00	Purchased 4/16 with check to ML
105-2 Merrill Lynch-DN JP Morgan Chase BK NA Callable (04/29/22)	8,000.00		8,000.00	Purchased 4/16 with check to ML
105-3 DN HSBC Bank NA (09/20/24)	20,000.00		20,000.00	From #103-4 + \$2,000 from brokerage cash
Total Bank Accounts	\$ 279,213.07	\$ 261,037.50	\$ 18,175.57	
Accounts Receivable				
200-1 Accounts Receivables	29,279.28	47,709.35	-18,430.07	
Total Accounts Receivable	\$ 29,279.28	\$ 47,709.35	-\$ 18,430.07	

Other current assets				
203-0 Fraudulent Bank Charges	2,899.00		2,899.00	Received in 01/17
300-0 Inventory - Publications	428.50	428.50	0.00	NO PROVISION FOR INVENTORY TO-DATE
301-0 Inventory - Regalia	16,135.56	13,099.76	3,035.80	
302-0 Inventory - Trophies	7,954.00	7,954.00	0.00	
303-0 Inventory - North American Awards	1,225.00	1,225.00	0.00	
305-0 Inventory - E-Type Badges/Pins	2,058.65	2,058.65	0.00	
Total Other current assets	\$ 30,700.71	\$ 24,765.91	\$ 5,934.80	
Total Current Assets	\$ 339,193.06	\$ 333,512.76	\$ 5,680.30	
Other Assets				
400-0 Prepaid Insurance	7,430.78	6,639.11	791.67	
400-1 Prepaid Insurance-JJ	1,996.00	1,996.00	0.00	
Total Other Assets	\$ 9,426.78	\$ 8,635.11	\$ 791.67	
TOTAL ASSETS	\$348,619.84	\$342,147.87	\$6,471.97	
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
500-1 Accts Payable	5,785.27	4,950.93	834.34	
Total Accounts Payable	\$ 5,785.27	\$ 4,950.93	\$ 834.34	
Credit Cards				
507-0 Credit Card Payable	27.70	1,026.53	-998.83	
Total Credit Cards	\$ 27.70	\$ 1,026.53	-\$ 998.83	
509-0 Due to Affiliate Clubs	0.00	2,050.00	-2,050.00	In 2015, several companies paid club dues for several clubs and this was the account that JCNA would pay back to the clubs.
Total Current Liabilities	\$ 5,812.97	\$ 8,027.46	-\$ 2,214.49	
Total Liabilities	\$5,812.97	\$8,027.46	-\$2,214.49	
Equity				
600-00 Net Assets -Unrestricted	259,193.10	259,193.10	0.00	
699-9 Retained Earnings	74,927.31	96,661.70	-21,734.39	
Net Income	8,686.46	-21,734.39	30,420.85	
Total Equity	\$ 342,806.87	\$ 334,120.41	\$ 8,686.46	
TOTAL LIABILITIES AND EQUITY	\$ 348,619.84	\$ 342,147.87	\$ 6,471.97	
Saturday, Nov 05, 2016 02:04:11 PM GMT-7 - Accrual Basis				

Jaguar Clubs of North America
Jaguar Journal Profit and Loss
January - December 2016

	Jan-Dec 2016	Jan-Dec 2015	Change	
Income				
703-1 Advertising	60,426.00	47,290.11	13,135.89	
703-2 Jaguar Cars	27,000.00	22,500.00	4,500.00	
703-3 Web Advertising	4,829.00	3,438.00	1,391.00	
703-6 Tech Line Advertising	2,250.00	2,250.00	0.00	
703-7 JJ Holiday Gift Guides	4,306.28	4,312.64	(6.36)	
703-8 JOA Anniversary Badges	28,930.00	0.00	28,930.00	New
704-2 Jaguar Journal Copies	6,156.00	7,016.00	(860.00)	
705-8 Thumb Drive Archive w/shipping	6,416.83	0.00	6,416.83	New
707-0 Subscriptions	119.00	286.40	(167.40)	New
Total Income	\$ 140,433.11	\$ 87,093.15	\$ 53,339.96	
Gross Profit	\$ 140,433.11	\$ 87,093.15	\$ 53,339.96	
Expenses				
870 JAGUAR JOURNAL EXPENSES				
870-2 JJ Miscellaneous	273.28	934.60	(661.32)	
871-0 JJ Editor Expense	42,236.57	34,500.00	7,736.57	
871-1 JJ Contributing Editors		830.28	(830.28)	
871-2 JJ Associate Editor	5,050.00	4,900.00	150.00	
871-3 JJ Commission Expense	8,297.75	5,612.56	2,685.19	
872-0 JJ Mailing	31,776.70	35,735.20	(3,958.50)	
873-0 JJ Printing/Layout	56,118.75	57,954.10	(1,835.35)	
874-0 JJ Design Fee	0.00	1,625.00	(1,625.00)	
875-0 JJ Advertising Pay Pal Discount	0.00	8.91	(8.91)	
876-0 Publisher's Liability Insurance	1,996.00	1,996.00	0.00	
877-0 JJ Accounting Expense	2,981.25	0.00	2,981.25	New
878-0 JOA Badge Expense	16,205.39	0.00	16,205.39	New
879-0 Thumb Drive Expense	1,725.00	0.00	1,725.00	New
Total 870 JAGUAR JOURNAL EXPENSES	\$ 166,660.69	\$ 144,096.65	\$ 22,564.04	
Total Expenses	\$ 166,660.69	\$ 144,096.65	\$ 22,564.04	
Net Income(Loss)	\$ (26,227.58)	\$ (57,003.50)	\$ 30,775.92	

NOTE:

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).

Jaguar Clubs of North America
Profit and Loss
January - December

	Total			
	Jan - Dec, 2016	Jan - Dec, 2015 (PY)	Change	
Income				
701-1 Club Dues	153,931.33	162,642.26	-8,710.93	Timing - receipt of club dues
701-2 Members at Large	10,381.00	36,076.27	-25,695.27	Further MAL mailing analysis needed.
701-4 Event Registrations	230.00	370.00	-140.00	
701-5 Life Member Income	0.00	1,500.00	-1,500.00	In 2015, 3 life members
702-4 Regalia Sales			0.00	
Hard Regalia Sales	2,627.88	11,423.36	-8,795.48	In late 2015, sales for regalia and publications were separated.
Publications	4,483.66	7,464.32	-2,980.66	
Regalia/Publications S & H	1,395.28	0.00	1,395.28	
Soft Regalia Sales	0.00	1,108.26	-1,108.26	
Total 702-4 Regalia Sales	\$ 8,506.82	\$ 19,995.94	-\$ 11,489.12	
703-0 Jaguar Journal				
703-1 Advertising	60,426.00	47,290.11	13,135.89	
703-2 Jaguar Cars	27,000.00	22,500.00	4,500.00	
703-3 Web Advertising	4,829.00	3,438.00	1,391.00	
703-6 Tech Line Advertising	2,250.00	2,250.00	0.00	
703-7 JJ Holiday Gift Guides	4,306.28	4,312.64	-6.36	
703-8 JOA Anniversary Badges	28,930.00	0.00	28,930.00	New
703-9 Jaguar Journal Copies	6,156.00	7,016.00	-860.00	
705-8 JJ Thumb Drive Archive	6,153.43	0.00	6,153.43	New
Archive Sales Shipping	263.40	0.00	263.40	New
Total 705-8 JJ Thumb Drive Archive	\$ 6,416.83	\$ 0.00	\$ 6,416.83	
706-8 Subscriptions	119.00	286.40	-167.40	
Total 703-0 Jaguar Journal	\$ 140,433.11	\$ 87,093.15	\$ 53,339.96	In 2016, additional revenue totaled \$35,346.83 (JOA/Thumb Drives); Even with the add'l revenue, sales increased approx. \$18,000 over prior year.
704-7 Trophies	13,590.52	13,926.89	-336.37	
Trophies Shipping Income	568.00	0.00	568.00	
Total 704-7 Trophies	\$ 14,158.52	\$ 13,926.89	\$ 231.63	

704-9 Archive Sales	0.00	171.96	-171.96	
705-0 Interest Income	3,423.66	3,594.73	-171.07	
706-0 Jaguar Cars Club Sponsorship	14,703.23	15,285.00	-581.77	Monies received to payout to various clubs who apply for funding.
708-0 Other Income	0.00	4,107.90	-4,107.90	To Record Difference/Gains/Losses on CD Rollovers not accounted for by prior accounting
709-0 Services	15,000.00	3,844.00	11,156.00	Harold billing for Sponsorship for Affiliated Clubs Activities
Total Income	\$ 360,767.67	\$ 348,608.10	\$ 12,159.57	
Gross Profit	\$ 360,767.67	\$ 348,608.10	\$ 12,159.57	
Expenses				
800-1 Books - Expense	0.00	-60.39	60.39	
800-5 Publication Expense	4,059.22	8,847.65	-4,788.43	Less sells/less expense
Publication Shipping	1,392.22	69.96	1,322.26	
Total 800-5 Publication Expense	\$ 5,451.44	\$ 8,917.61	-\$ 3,466.17	
800-6 Regalia Expense	336.69	8,208.27	-7,871.58	Less sells/less expense
Regalia - Shipping	298.35	2,346.26	-2,047.91	
Total 800-6 Regalia Expense	\$ 635.04	\$ 10,554.53	-\$ 9,919.49	
800-65 Publications & Regalia Contract	0.00	6,250.00	-6,250.00	In 2015, Steve Kennedy \$3,750, George Camp \$2,500
800-7 Trophies Expense	29,258.54	24,440.46	4,818.08	
Trophies Shipping	4,656.50	42.90	4,613.60	
Total 800-7 Trophies Expense	\$ 33,915.04	\$ 24,483.36	\$ 9,431.68	
801-0 Accounting Expense	10,992.50	8,612.50	2,380.00	Timing in billing
801-1 Archival Storage	156.67	0.00	156.67	
801-2 Legal	585.49	106.73	478.76	In 2016, a conference call related to JJ splitting off was made to Robert Showers.
801-3 Processing PayPal Fees	392.17	950.92	-558.75	In 2016 split fees (allocated some to publication and regalia expenses)
802-0 Bank Charges	315.00	269.00	46.00	
802-1 Credit Card Service Charges	3,580.45	4,914.63	-1,334.18	
802-2 Interest/Finance Charges	157.64	152.60	5.04	
802-7 Sponsored Events	14,868.50	30,840.00	-15,971.50	In 2015, reclassified Sponsored events cost from account #706-0 Jaguar Cars Club Sponsorship \$25,840
803-0 Insurance	13,897.33	12,476.14	1,421.19	
804-0 License & Tax	224.00	4,768.88	-4,544.88	In 2015, paid \$4,482 to US Treasury
805-0 Postage - Administrative	465.43	1,743.16	-1,277.73	In 2015, \$1,258.91 was paid to IPM Colorado LLC for shipping accounting records to new treasurer.
806-0 Printing/Copying	0.00	4,782.87	-4,782.87	In 2015, brochures (\$4,427.94) were printed at The UPS Store.

807-0 Office Supplies	649.69	800.13	-150.44	
808-0 Telephone	738.53	676.99	61.54	
809-0 Web Site	18,931.98	28,539.00	-9,607.02	In 2015, \$5,000 for JCNA Add-ons; \$5,000 additional amounts were paid to SiteWire Web Solutions for updating website.
809-2 Web Site Asst Mgr	500.00	250.00	250.00	In 2016, Ginger Corda said she was owed \$500 for final management payment.
810-0 Other Administrative Expenses	3,541.35	1,287.07	2,254.28	In July of 2015, traveling mailbox was implemented which gave rise to increased admin expenses (\$723.55 paid) In 2016, Microsoft was paid \$1,236.20; Spokeo Search \$140.10; Traveling Mailbox.com \$1,556.10
811-0 Dues and Subscriptions	194.68	280.75	-86.07	
820-1 Administrative Manager	26,800.00	36,000.00	-9,200.00	Change in contract in 2016
826-1 Awards/Gifts	709.67	0.00	709.67	Gifts to VIP's and the BOD at AGM/ Small Awards/Gifts to Deanie and Steve Kennedy
830-1 Meetings-AGM	11,503.33	10,077.37	1,425.96	
830-2 Meetings-Board	430.13	0.00	430.13	Paid to Eleanor Morris trip to Mahwah NJ Empire Division Meeting
830-3 Travel Expense	839.85	3,483.85	-2,644.00	In 2015, Deanie Kennedy reimbursed \$613.13; Jack Humphrey, Jr. \$649.29; George Camp and Jack Humphrey US Air \$621.20 and Osthoff Resort \$1,149.57
850-0 Member Expenses	100.00	304.89	-204.89	
850-1 Other Membership Expenses	349.15	1,148.96	-799.81	In 2015, Nancy Corbeille's mileage reimbursement \$170.03, AJB Digital LLC Services for support setting up Office 365, e-mails and sharepoint.
851-0 Membership Card Mailing	1,754.23	3,549.55	-1,795.32	
851-1 Membership Mailing Supplies	564.85	970.28	-405.43	
851-2 Membership Postage	6,190.81	5,390.85	799.96	
851-3 Membership Card Printing	4,454.00	2,576.32	1,877.68	
851-4 Membership Contractor Services	9,718.00	5,736.00	3,982.00	In 2016, Nancy Corbeille billed for add'l services (time spent) \$2,897 over \$1,500 contract payment-then retired; Michael T. Blissman's firm took over and was paid \$4,675 for 05/16-12/16
858-0 Life Membership Expense	118.00	345.16	-227.16	
860-5 North American Events	10,000.00	5,000.00	5,000.00	In 2016, advanced to Jaguar Club of Central Arizona (to be repaid by JLR) for the IJF; In 2015, costs only \$5,000
860-6 North American Event Trophies	801.63	215.00	586.63	
860-8 North American Event Other Expense	1,091.31	0.00	1,091.31	In 2016, The UPS Store shipped publications and materials to the AGM
865-0 Tool Loan Program	-347.00	-269.93	-77.07	
865-2 Tool Loan Shipping	149.63	121.06	28.57	
Total 865-0 Tool Loan Program	-\$ 197.37	-\$ 148.87	-\$ 48.50	

870 JAGUAR JOURNAL EXPENSES			0.00	
870-2 JJ Miscellaneous Expense	273.28	934.60	-661.32	
871-0 JJ Editor Expense	42,236.57	34,500.00	7,736.57	In 2016, Jan-Feb 2017 was accrued in Dec 2016 at a cost of \$6,075
871-1 JJ Contributing Editors	0.00	830.28	-830.28	
871-2 JJ Associate Editor	5,050.00	4,900.00	150.00	
871-3 JJ Commission Expense	8,297.75	5,612.56	2,685.19	Based on Collections
872-0 JJ Mailing	31,776.70	35,735.20	-3,958.50	
873-0 JJ Printing/Layout	56,118.75	57,954.10	-1,835.35	
874-0 JJ Design Fee	0.00	1,625.00	-1,625.00	In 2015, paid Graphcom to update JJ Masthead Design \$1,000; \$625 for JJ Jan/Feb 2016 Commemorative Badge Flyer
875-0 JJ Advertising Pay Pal Discount	0.00	8.91	-8.91	
876-0 Publisher's Liability Insurance	1,996.00	1,996.00	0.00	
877-0 JJ Accounting Expense	2,981.25	0.00	2,981.25	New
878-0 JOA Badge Expense	16,205.39	0.00	16,205.39	New
879-0 Thumb Drive Expense	1,725.00	0.00	1,725.00	New
Total 870 JAGUAR JOURNAL EXPENSES	\$ 166,660.69	\$ 144,096.65	\$ 22,564.04	
Total Expenses	\$ 352,081.21	\$ 370,342.49	-\$ 18,261.28	
Net Operating Income	\$ 8,686.46	-\$ 21,734.39	\$ 30,420.85	
Other Expenses				
999-0 Temporary Account	0.00	0.00	0.00	
Total Other Expenses	\$ 0.00	\$ 0.00	\$ 0.00	
Net Other Income	\$ 0.00	\$ 0.00	\$ 0.00	
Net Income	\$ 8,686.46	-\$ 21,734.39	\$ 30,420.85	

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).

Publications

JCNA continues to have a very large offering of Jaguar publications and sales continue to be healthy. JCNA still suffers from allowing the download of some of the most sought after publications by non members. Hopefully this may be addressed in the near future.

JCNA has offered a few new items this year. The first although not a publication it was executed through publications—the “Jaguar Owners Association Badge”. This was a huge success and the proceeds were allocated to the production and development of the Jaguar Journal.

It is evident we love badges and a unique badge is being developed for the 60th celebration of JCNA (Jan 2018). Look in your Jaguar Journal in the future for the ad. Like the JOA retro badge this will be a pre order with the mold being destroyed after the orders completion.

Part of the funds from the JOA Badge sale was used to accomplish a huge undertaking--the digital preservation and presentation to members of 60 years of the Jaguar Journal. This was offered to members in a pre sale and to date sales have recouped the total cost of the professional scanning, organization, indexing, and packaging in flash drive form.

This project ensures the total Jaguar Journal will survive and also provides an unbelievable source of JCNA history, factory photos, and useful tips and stories. Any club newsletter editor should have this as a resource.

Finally JCNA has now met an obligation to provide two copies to the Library of Congress per law.

The last new item is an offering of the rare Richard Russ Series 3 E-Type guide to originality. Copies of this book sell for crazy prices on E-bay and similar sites. JCNA offers both a hard copy as well as the CD for one much lower price.

Finally JCNA offered a 50th anniversary book and would love to see if there is someone who would like to tackle the production of a 60th Diamond edition. There is plenty of time and publications will offer any help possible to include archives and help with production costs!

ANY TAKERS?

JCNA Trophies Report – 2017 JCNA AGM

Submitted by Dave McDowell, SC Regional Director

NEW JCNA TROPHY SUPPLIER

Wilton Armetale (WA) had been JCNA's exclusive trophy supplier for more than four decades. Over that time they manufactured thousands of Concours and North American year-end awards enjoyed by JCNA's members. Last April JCNA was notified of Wilton Armetale's sale to Lifetime Brands (LB). Subsequent to that announcement Lifetime Brands notified JCNA that LB was cancelling their custom crested line of products and would no longer be our supplier for those items. Although JCNA had enough inventory on hand to complete the 2016 Concours season we would need to find a new supplier for 2017.

During last summer JCNA researched a variety of other suppliers, considered alternate types of trophies, and consulted with other organizations who had previously been customers of Wilton Armetale. Sadly, we found very few options. A few months after the Lifetime Brands announcement we were contacted by a former WA senior executive. He had formed a new company, NILUSA, and was very interested in expanding his new company's custom crested product line to meet our needs. He was very familiar with our past history with WA and knew that JCNA was a long-term trusted customer of theirs. Over several months JCNA negotiated with his company and we are very happy to report that NILUSA will be able to provide the same line of high quality awards that we have come to enjoy. Style, quality and finish will be consistent with our past history. In addition, NILUSA exclusively uses American-based foundries. This will benefit JCNA by establishing more consistent delivery schedules and better control over quality. We are confident our members will be pleased to know they are buying American-made products.

JCNA enjoyed level pricing from WA for many years, partly due to WA's outsourcing of product manufacturing to a foundry in Mexico. As a result, JCNA has not increased the cost to our members for a very long time. NILUSA has been exploring all possibilities to maintain the same or similar cost structure for JCNA and our members. For the most part we've been able to keep cost increases to a modest level. However, a change is coming and will be reflected in our 2017 pricing after our current inventory has been exhausted. In addition, JCNA will re-institute our buy-back program. If a member Club orders more than they need for a Concours event JCNA will buy back the surplus awards. Please check the JCNA website for more information regarding this and trophy ordering timelines.

We are looking forward to our new relationship with NILUSA and feel fortunate that our traditional awards program will continue with the same style and quality as before for many years to come.

USAGE AND INVENTORY

2016 usage was as follows:

1C:	188
2C	63
3C	13
1D	182
2D	52
3D	<u>15</u>
Total	513

In addition, 226 participants in Concours, Rally and Slalom events qualified for a JCNA year-end octagon trophy plate. Our plate order has been received from NILUSA. Name tag production will start soon. Shipping of last year’s year-end award plates will commence in March.

JCNA’s opening 2017 inventory is as follows:

1C	102
2C	36
3C	91
1D	29
2D	48
3D	<u>31</u>
	337

Our initial 2017 trophy order has been placed with NILUSA and will be available when our current inventory has been depleted. The following items are currently on order and will be manufactured in two phases this year:

1C	150
2C	50
1D	175
2D	25
3D	<u>25</u>
	425

JCNA has also contracted with a new trophy inventory storage facility. Our storage and distribution will now be managed by The UPS Store based in Lancaster, SC. JCNA appreciates the many years of service we have received from Coventry West and we thank Dick Maury for overseeing this effort. In addition, JCNA’s Merchandise Shop on our website will undergo additional updates this summer. Stay tuned for more information.

END OF REPORT

JCNA Tool Loan Program

The tool loan program continues to function to serve members who need special Churchill, SPX, Zelenda, OTC and other factory provided tools. With the formation of the Coventry Foundation the flood gates opened and now the list of tools available to members is very complete up to approximately MY 2005. The Foundation shares its holdings formally with JCNA members. Further development of the tool holdings list and illustrations are needed and a relocation of tools for this purpose is planned. While JCNA and Foundation tools are co mingled physically, careful records are kept to determine ownership. At present JCNA holdings comprise approximately 30% of all tools and are shipped throughout the continent to assist proper maintenance and restoration of Jaguar cars.

JCNA members are encouraged to discuss excess factory tools with friendly established dealers. Jaguar Land Rover updates the list of required tools a service center must have on hand on a regular basis. As part of the “required tools” there is also of course a list of “No longer required tools”. Many times these tools are simply disposed of and have long since been amortized and are valueless to the dealer. With the correct approach you may find them being donated rather than simply scrapped. If the holdings are significant you might enlist the help of the Foundation to enable a tax write off. Although amortized to \$0 the tools may hold added value in this manner.

If you have not visited the tool loan program we suggest you might find it interesting.

<http://www.jcna.com/tool-loan>

JAGUAR CLUBS of NORTH AMERICA **NOMINATING COMMITTEE**

MEMBERS: Gerald Ellison - Chair - nominating@jcna.com
Howard Lee Smith - Co-chair;

Here are the FINAL results of the election of the JCNA Regional Directors for the 2017 -to- 2019 JCNA Board of Directors - which closed on December 15th, 2016.

=====

SOUTH-WEST REGION :

(Sacr. JC; JAG SF; JOC,LA; SD JC; JC S.AZ; JC Cent.AZ; JC N.AZ; Reno JC; Inland Emp.JC; JC Grt.LV; Rocky Mt. JC; JC S. CO; Wasatch Mtn. JR; NMJC;)

(Elected in a very close “3-PERSON ” election contest -- the 2017-2019 Regional Director will be:

- **LESLIE R. HAMILTON -JAG SF (JCNA# : 44986)**
447 Homer Ave
Palo Alto, CA 94301-2821
E-mail : les@jags.org

NORTH-WEST REGION :

(Can.XK JR; JDRC/NWA; JOCO; Pac.JEG; JCC Vict.;)

- **BARBARA GRAYSON - JOCO - (JCNA #: 1979)**
1641 SW Multnomah Blvd.
Portland, Oregon 97219
E-mail : barbara@consolidatedautoworks.com

NORTH-CENTRAL REGION :

(JC Pittsbrg; JC OhioClv; JA Cnt. Ohio; JAG MI; Ill Jag Club; Wisc. J Ltd.; OJOA; JDC Area 51; JA Grt. IN; SVJC; JC Gtr. Cinc.;

- **MIKE MEYER - JC of Ohio - (JCNA # : 31046 J**
8134 Crystal Creek
Sagamore Hills, OH 44067
E.mail : mhm2@roadrunner.com

SOUTH-CENTRAL REGION :

(GlfCst JC; JC Tulsa; JC Cent. Okla.; JA Gtr. St.Louis; HOAJC; JOASW; JOA N.Texas; JC Austin; JC Houston; San AntonioJC; JC Mexico;)

- **DAVE McDOWELL - JOA of the S.W - (JCNA # : 29371)**
1208 Derbyshire Lane
Carrollton, TX 75007
E.mail : xjjags@gmail.com

NORTH EAST REGION :

(NCJOC; DVJC; Empire Div.; JDC LI; JA Gtr Buff; JA Cent. NY; JTC; JCSNE; JANE; Ottawa JC; Jag. Auto Grp; CptRgn JC-NY)

(Elected in a very close "TWO-PERSON" election contest)

- **ELEANOR L. MORRIS - CptRgn JC-NY - (JCNA #: 54812)**
2380 US Route 20
Nassau, NY 12123
E.mail: Eleanor@ecom-venture.com

SOUTH-EAST REGION :

(JCFL; S.FL.JC; Sun-Coast JC; JCC-N.Fl; JC SW-FL; JSSC; NGJC; CJC; VJC; MsCty JC ; Smk.-Mt. JC; : N.Ala JC;)

- **THOMAS G. WRIGHT - Jaguar Club of Florida**
E-mail : thomasgwright@bellsouth.net;

*Unfortunately , for "un-stated personal reasons" David Hayden -who was elected to this position has had to resign his position as the "newly re-elected" **South-East Regional Director**, and in accordance with **JCNA By-laws- ARTICLE VI: DIRECTORS; Section 6 . Vacancies:** This office has been filled by **Tom Wright** -of the **Jaguar Club of Florida**- thru appointment by the President with approval of the Executive Committee*

JAGUAR CLUBS of NORTH AMERICA **NOMINATING COMMITTEE**

MEMBERS: Gerald Ellison - Chair - nominating@jcna.com
Howard Lee Smith - Co-chair;

AGM REPORT OF THE JCNA NOMINATING COMMITTEE

The current slate of Candidates for the position of Officers of the Executive Committee of the *Jaguar Clubs of North America* having been received by the *JCNA* Nominating Committee are:

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**** for PRESIDENT: JACK HUMPHREY** of the *Jaguar Club of Southern Colorado*, and is currently serving as the **Elected Member** serving on the **Executive Committee of JCNA** *-(having been so elected by the current B-o-D).* **Jack** will be serving his second year as the **2016 – 2018 South-West Regional Director** on the **JCNA Board of Directors** – *(and thus is eligible for nomination, and election as President at the time of the AGM.)* **Jack** will be seeking his first 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** , and has been re-elected to the position of **2017-2019 N-W Regional Director** *-(and thus is eligible for nomination, and election as Vice-president at the time of the AGM.)* 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)*, as well as several other positions in **JCNA** *-(including past President)*. **BARBARA** will be seeking her third term as Vice-president of **JCNA**.

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Jaguar Clubs Of North America, Inc. Bylaw Change Form



1. Open this form and save it to your hard drive. **2.** With the form open, press the **Tab** key to move through the fields and type the information in. **3.** When done, save the form and close it. **4.** Email, or USMail the form to:

JCNA Secretary
500 Westover Dr. #8354
Sanford, NC. 27330

Secretary@JCNA.com
888-258-2524 #1

As per the JCNA Bylaws, the bylaws may be amended at any annual general meeting or special meeting by a vote of two-thirds (2/3) of the voting members present, or represented by proxies, provided a copy of the proposed amendment(s) has been included in the call of the annual or special meetings at least **forty five (45)** days prior to the AGM.”

Article Number and title ARTICLE VI - DIRECTORS

Section Number and title Section 4 – Nominating Committee

State current bylaw, if any (Use separate sheet if necessary)	<p>JCNA BY-LAWS ARTICLE VI – DIRECTORS Section 4 :</p> <p>Section 4. Nominating Committee: The board of directors 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. The report of the nominating committee shall be made in writing to the board of directors no later than September 1 and thence to the general membership by the official JCNA publication or by written notice mailed postpaid to each JCNA group at such address as appears on the books of JCNA at least thirty (30) days before the election takes place. In the absence of nominations from any region, the board of directors will designate a regional director to serve that region.</p>
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State proposed bylaw or change (Use separate sheet if necessary)	<p style="text-align: center;">PROPOSED ADDITION of <u>ITEM A – in BOLD</u></p> <p>Section 4. Nominating Committee: The board of directors 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. The report of the nominating committee shall be made in writing to the board of directors no later than September 1 and thence to the general membership by the official JCNA publication or by written notice mailed postpaid to each JCNA group at such address as appears on the books of JCNA at least thirty (30) days before the election takes place.</p>
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ITEM A- Premature Self-announcement or promotion of the individual's candidacy beyond the membership of the individual's own Club prior to the official publication and general notification of ALL candidates in the JJ may be considered as inappropriate action, and could lead to censorship. The Candidates should state their Qualifications, and plans for action or perceived improvements for their Region in their BIO - as published in the JJ.

ITEM B : In the absence of nominations from any region, the board of directors will designate a regional director to serve that region.

Reason for Change: (Use separate sheet if necessary)	<p>The early or pre-mature self-announcement of their candidacy for the position of Regional Director by a candidate –(prior to the official notification of all candidates in the JJ)- will very likely dissuade other qualified individuals from seeking the same position, and thus lessen the choice of qualified candidates by the Members of that Region – and thus can be considered as a form of “electioneering” –(which I personally considered as inappropriate in this Organization). In the search for Candidates for the R-D position in each Region, I do inform the members whether the current Director is seeking re-election, BUT also urge the candidacy of OTHER individuals.</p>
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Name:	GERALD ELLISON - Chair – JCNA Nominating Committee		
Club Name:	Carolina Jaguar Club		
Phone Number:	(910) 867-8294	Fax No:	(910) 8671679
Email:	nominating@jcna.com	Cell No:	
Postal Address:	2000 Galax Dr.		
City, State, Zip:	Fayetteville, NC 28304		
Date submitted:	Jan. 25, 2017		

Jaguar Clubs Of North America, Inc. Bylaw Change Form



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JCNA Secretary
500 Westover Dr. #8354
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As per the JCNA Bylaws, the bylaws may be amended at any annual general meeting or special meeting by a vote of two-thirds (2/3) of the voting members present, or represented by proxies, provided a copy of the proposed amendment(s) has been included in the call of the annual or special meetings at least **forty five (45)** days prior to the AGM.”

Article Number and title **ARTICLE VI - DIRECTORS**

Section Number and title **Section 5. Elections**

State current
bylaw, if any
(Use separate sheet
if necessary)

Section 5. Elections: Voting for the election of regional directors will take place by means of a ballot which must be delivered to each membership by mail or other current day technology as agreed upon by the JCNA Executive Committee and the JCNA Administrator not later than October 31, either as a supplement of the, Jaguar Journal postpaid by mail, or other current day technology as agreed upon by the JCNA Executive Committee and the JCNA Administrator to such address as appears on the JCNA master roster of members as of the September/October Jaguar Journal JCNA official publication Mailing label cutoff date. Ballots voted will be authenticated by placing the voter's affiliation number, regional initials, and JCNA member number on the ballot. Ballots must be completed and returned by mail or other current day technology as agreed upon by the JCNA Executive Committee and the JCNA Administrator and must be received at the designated location no later than the date specified. The designated address on the ballot shall be determined by the JCNA Executive Committee and the JCNA Administrator, but shall not be the address of any JCNA member. No member of the nominating committee shall be running for any JCNA elected position at the time of the election. The results of the JCNA election shall be sent to the JCNA Administrator.

If the Executive Committee determines that this process may be adversely affected in one or more regions, the Executive Committee may institute emergency, temporary procedures for that election. Such procedures must include safeguards to detect and resolve any duplicate votes that may result.

State proposed bylaw
or change
(Use separate sheet if
necessary)

PROPOSED ADDITION (and substitution) MODIFICATION TO:

JCNA BY-LAWS : ARTICLE VI - Section 5 . Elections. : (Modifications in BOLD)

Section 5. Elections: Voting for the election of regional directors will take place by means of a ballot which must be delivered to each membership by mail or other current day technology as agreed upon by the JCNA Executive Committee and the JCNA Administrator not later than October 31, either as a supplement of the, Jaguar Journal postpaid by mail, or other current day technology as agreed upon by the JCNA Executive Committee and the JCNA Administrator to such address as appears on the JCNA master roster of members as of the September/October Jaguar Journal JCNA official publication Mailing label cutoff date.

DELETE: *Ballots voted will be authenticated by placing the voter's affiliation number, regional initials, and JCNA member number on the ballot.*

SUBSTITUTE : To be counted as an Authenticated Ballot it must be the Official Ballot as delivered to each membership and such ballot voted must be authenticated by placing the voting membership's club affiliation number, regional initials, and JCNA member number on the ballot. Copies of the official ballot will not be counted, and only one official ballot may be cast per JCNA membership. If the member's official ballot has been damaged, or otherwise deemed rendered unusable for accurately reflecting the desires of candidate-selection of the voting membership – the damaged ballot must be returned to the JCNA Administrator for exchange for a substitute official ballot. This substitute ballot will be marked to indicate that it is a Substitute –but Official- ballot.

As so indicated in the instructions printed on the ballot –each individual membership is permitted only one vote, and only for the desired Candidate seeking election as the Regional Director pertaining to the member's primary JCNA-affiliated club. If the member belongs to more than one JCNA-affiliated club only one official ballot may be cast. If more than one ballot is cast by the individual membership – neither ballot will be counted.

Ballots must be completed and returned by mail or other current day technology as agreed upon by the JCNA Executive Committee and the JCNA Administrator and must be received at the designated location no later than the date specified. The designated address on the ballot shall be determined by the JCNA Executive Committee and the JCNA Administrator, but shall not be the address of any JCNA member. No member of the nominating committee shall be running for any JCNA elected position at the time of the election. The results of the JCNA election shall be sent to the JCNA Administrator.

If the Executive Committee determines that this process may be adversely affected in one or more regions, the Executive Committee may institute emergency, temporary procedures for that election. Such procedures must include safeguards to detect and resolve any duplicate votes that may result.

Reason for Change: (Use separate sheet if necessary)	There is no information currently in the BY-Laws as to the replacement of damaged ballots or un-usable ballots prior to submission to the tabulator. This will hopefully reduce the number of confusing or inaccurately marked ballots. Also no prior information about exclusion of un-official COPIES of ballots.
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Name:	GERALD ELLISON – Chair – JCNA Nominating Committee		
Club Name:	Carolina Jaguar Club		
Phone Number:	(910) 867-8294	Fax No:	(910) 86708294
Email:	nominating@jcna.com	Cell No:	
Postal Address:	2000 Galax Dr.		
City, State, Zip:	Fayetteville, NC 28304		
Date submitted:	Jan.22, 2017		

Club Locator Service (PTS) Report for Years 2012 (partial) through 2016

Summary:

Time Period >>>>>>>	SEP- DEC 2012	CY 2013	CY2014	CY2015	CY2016	Total
# of Inquiries Received	140	322	429	235	211	1337
# of Referrals to Clubs or MAL	212	434	562	292	257	1757
# who joined JCNA	24	56	83	19	3	185
Success rate: (# joined / # inquired)	17.14%	17.39%	19.35%	8.09%	1.42%	13.84%

Referrals by Region:

NW – 61

SC – 252

MAL – 119

SW – 278

NE – 370

NC – 265

SE – 412

Other – 1 (not enough information in request to make a referral)

Notes:

- Some requests were referred to multiple clubs therefore the total number of referrals exceeds the total number of club locator requests received.
- Some requests came from areas distant from, but within possible driving distance of, a local club. In these cases the prospective member was referred to both the local club and to the MAL program.
- The number of requests received peaked in 2014 and has declined about half since then. The reason for the decline is unknown.
- The "success rate" (# joined / # inquiries) for 2012 - 2014 is believed to be low but fairly accurate. The lower "success rate" for 2015 - 2016 is NOT accurate and is believed to actually be significantly higher. The lower rate is only because with other things I'm trying to do I have simply not had time to compare my database of referrals against the JCNA Master Roster to calculate the percentages.
- I do not track how many of those who joined remain in JCNA after joining.
- It is not known how many referrals are actually pursued (or how vigorously) by local clubs.
- There were fewer inquiries in 2016 than on any previous full year and more of those were received by mail than through the JCNA website (172 mail / 38 web / 1 email). It appears that the website is working properly and inquires can be made through it, so the reason for the decline is unknown.

Google Map (public link from JCNA website) – 9,696 views as of 07 FEB): The URL for the map showing the location of all JCNA-affiliated clubs is <https://drive.google.com/open?id=1EnCwdMySxo9jpnbsfILdnfH44pc&usp=sharing> . NOTE: A major update/overhaul of the map is planned for 2017.

Google Fusion Table (for JCNA use only – not public): I've created a Google Fusion Table showing the location of all MALS, all JCNA-affiliated clubs and all Jaguar dealers in North America as of 12 NOV 2016. The link is

<https://www.google.com/fusiontables/DataSource?docid=1KnkFaPAf5uWSGUBrJMp3BqVHSY1Lr7FacEXtqhZK>.

Click on the “Map of Name” and filter by “class” to show the location of any combination of Jaguar Dealers, JCNA-affiliated clubs and Members at Large. The Fusion Tables can be a powerful tool in helping to determine locations that would be of interest for creating new clubs. As time permits I will examine new ways to display information that can be useful to JCNA.

Respectfully,

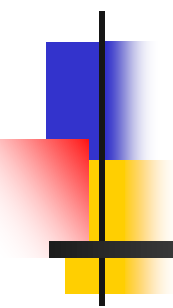
Ed Avis

JCNA Club Locator Service Coordinator

NOTES:

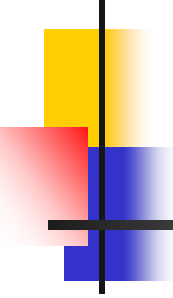
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- 2** Some requests came from areas distant from, but within possible driving distance of, a local club. In these cases the prospective member was referred to both the local club and to the MAL program.
- 3** The number of requests received peaked in 2014 and has declined about half since then. The reason for the decline is unknown.
- 4** The "success rate" (# requests / # joined) for 2012 - 2014 is believed to be low but fairly accurate. The lower "success rate" for 2015 - 2016 is NOT accurate and is believed to actually be significantly higher. The lower rate is only because with other things I'm trying to do I have simply not had time to compare my database of referrals against the JCNA Master Roster to calculate the percentages.

JCNA MEMBERSHIP COMMITTEE



Report to JCNA
Leadership, Delegates
and Members at the AGM
– March, 2017

January 25, 2017



JCNA MEMBERSHIP COMMITTEE

Mission

To remind - the purpose of the JCNA Membership Committee is to help JCNA and JCNA Local Affiliate Clubs find, recruit and retain members. Our goal is to create and communicate the tools and processes that enable JCNA and the Local Affiliate Clubs to have effective Membership Programs and to ensure that the membership experience is the best it can be of any automobile club in the world.

To achieve our goals we have at least one Membership Committee representative from each JCNA Region, and we have established an effective Regional Management / Communications process.



JCNA Membership Committee Committee Members

Northwest Region

- ❖ **Judith Hinamon** - Jaguar Owners Club of Oregon

North Central

- ❖ **Steve Harman** – Susquehanna Valley Jaguar Club
- ❖ **Greg Huelsman** – Jaguar Drivers' Club Area 51

Northeast Region

- ❖ **Ed Avis** - Jaguar Assoc. of New England
- ❖ **Eleanor Morris** – Capital Region Jaguar Club of NY

Southwest Region

- ❖ **Douglas Dechant (Advisor)**- Jaguar Club of Southern Arizona
- ❖ **Roland Quintero** – Sacramento Jaguar Club
- ❖ **Nedra Rummell – Chair** - San Diego Jaguar Club

South Central Region

- ❖ **Lisa Schafer** - Jaguar Club of Austin

Southeast Region

- ❖ **Derek Haynes** - Southwest Florida Club

JCNA Membership Committee Accomplishments in Last Year



- Conducted survey of Members-at-Large
 - First survey ever conducted of MALs
 - Results were shared with JCNA Leadership
 - Overall, MAL responses were very positive

- Conducted survey of presidents by region regarding flat dues
 - Results were shared with JCNA Leadership
 - Responses were mixed
 - Many LCs modified their dues to suit, some complained about not knowing in time or at all
 - Memcom's recommendation was that JCNA should communicate that the flat dues decision was revisited in Sept. of 2016 and the decision stands

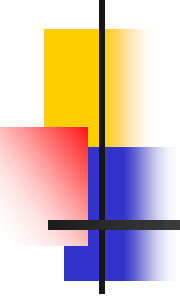
- Ad-Hoc Committee formed to research regional & non-regional multi-club activities to promote greater involvement, greater partnership between LCs and to promote more member enjoyment
 - Committee results are being finalized
 - The JCNA website (under "Events" is the tool, but more need to use it and input data into it
 - More to follow soon

- Jack Humphrey placed all additional Membership resource tools onto the JCNA website
 - Tool are under the "membership" tab
 - Additions to these resource tools continue to be improved and expanded by the Membership Committee

JCNA MEMBERSHIP COMMITTEE

Going Forward

- Currently working on Scope of Work for 2017
- We will continue to create and communicate Best Practice Tools and Samples & add these resources to the JCNA website
- Continue our Regional Management and Communications Process. Our goal is to establish quarterly communications to all regional presidents and membership chairs
- Committee's budget is set for 2017
- With approval from JCNA, consider communications to Members-at-Large
- Consider new ideas for events that include owners of all types of Jaguar cars (classics, new and everything in between)
- With help from JCNA Admin. And Asst. Admin., enabled better process to transfer members from club to club
- Survey other constituents to determine future needs and improve member satisfaction
- Analyze membership trends, JCNA's image, how we are working together and other matters that can strengthen the organization and improve member satisfaction



JCNA MEMBERSHIP COMMITTEE

Questions/Comments

JCNA MEMBERSHIP COMMITTEE



Thank You

JCNA MEMBERSHIP COMMITTEE

Business Committee Report

2017 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. We 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 our financial health.

The current Business Committee includes: Gary Hagopian, Philip Taxman, Gary Kincel, Bill Sihler, Phil Endliss, and Gary Vaughan as Chairperson. We hold periodic conference calls as a Committee to discuss current events, and brainstorm new ideas.

Financial Health. Since reporting at the last AGM, our financial health continues to be good. In our short term cash accounts with Wells Fargo Bank, we held \$65,757.91 at the end of December, and in our Long Term Savings accounts with Merrill Lynch, we held \$212,348.15. 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. Several of JCNA's Wells Fargo accounts were hit with fraudulent transactions in the last quarter, but we sustained no loss, in that all funds were returned to JCNA.

Administrative Manager/Assistant Administrator. Harold Leggett's contract was renewed in late April 2016 to April 1, 2017 and he has filled that position. However a decision was made by the Business Committee not to renew his contract at its conclusion. George Camp has agreed to

fill the position of Administrative Manager after he steps down as JCNA President at the end of the 2017 AGM.

Nancy Corbeille was the Assistant Administrator, handling the processing of new and renewing club members. She tendered her resignation just after the 2016 AGM. In an effort to further distribute job duties, the process of entering new and renewing club members and deleting non-renewing club members on the JCNA rolls was given to Cara Dillion with Michael T. Blissman CPA & Company, and the printing and distribution of new member cards and packets to C&A Printing. As of this report both Cara Dillion and C&A Printing have been doing an outstanding job.

Accounting Firm. The accounting firm of Michael T. Blissman CPA & Company LLC has been handling the accounting for JCNA for the last year and a half, not only with account postings but also supplying the Board of Directors with Quarterly Financial Reports.

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, and 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.

JCNA Shop. Regalia continues to be 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.

Jaguar Journal. Billing for Jaguar Journal advertising is managed by our accounting firm with guidance from JCNA contractor and advertising sales person Diane DuFour. Diane has worked with the Senior accountant at our Blissman & Company 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 committee continues to request help from the BOD to identify candidates.* 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 interested in serving.

Respectfully Submitted: Chairperson

Gary Vaughan

CR-12

FROM: Rob Thuss, Legal
TO: JCNA BOD
c/o Bob Matejek, Secretary
RE: 2017 AGM BOD Report
DATE: February 20, 2017

Legal Concerns:

In, general, JCNA does not have legal concerns to report. I consulted with the firm of Simms Showers concerning setting up the Jaguar Journal as a subsidiary to JCNA for tax purposes, and then held a telephone conference with Rob Showers, Esq., an associate in his firm, and George Camp. They advised that the IRS rules would not permit a social club like JCNA to receive separate tax consideration through a subsidiary. However, they suggested that JCNA would have a defensible position concerning non-member income generated by advertising. So, we have retained Simms Showers to assist with tax related matters, and perhaps other matters where this firm would have specialized knowledge that would assist in club administration.

Contractor Renewals:

Renewals with our contractor positions are scheduled to occur in conjunction with the AGM, and we'll prepare renewal contracts, accordingly, working with the Business and Executive Committees.

Lastly, I shall not be able to attend the upcoming AGM because of family responsibilities. I apologize for not being able to attend and regret missing an opportunity to enjoy the good company of those who I admire for their commitment, time and effort helping JCNA. I will certainly be available by phone or email should questions arise.



Jaguar Clubs of North America

Special Awards Committee Report

Committee Members:

NC	Bob Matejek	Chair	NW	Jennifer Orum
NE	Mike Cook		SW	Paul Petach
SW	Mary Snyder		SW	Les Hamilton
SW/NC	Hazel Beck			

Purpose:

To establish a policy on criteria for accepting nominations for Special Awards, judging criteria, scoring and notification of Special Awards:

1. Andrew Whyte Service Award
2. Fred Horner Sportsmanship Award
3. Dealer of the Year Award
4. Karen Miller (Editor) Award
5. Website Award
6. President's Award
7. Newsletter Awards
 - A. Heritage Articles
 - B. Event Articles
 - C. Technical Articles
 - D. Travel Articles
 - E. Jaguar Life Articles
 - F. Photos

Activities:

This past year we updated all the award forms and posted them to the JCNA website. We created definitions for all the different newsletter awards and posted them. We created a page and added it to the JCNA Corporate Policies clearly defining all our tasks and timing.

Right after the first of the year, we received all the candidates for the awards, evaluated all of them and feel very comfortable that the best candidates were selected. They will all be presented tonight during the banquet.

Friday afternoon of the AGM in Vancouver, we hosted a Seminar to get out the word on all the available Special Awards and what is expected for each. I hope you were able to join us.

Observations:

Since we started judging Club websites in 2011, the quantity and quality of Club Websites has greatly improved. This is definitely a good recruiting tool for new members and keeping current members informed.

Future Tasks:

We would like to get into judging the Club Facebook sites and maybe expand into other social media's as well. Our problem is that none of the seven of us on the committee are real users of Facebook or other systems.

We are always looking for new members to join our little group. We meet monthly during the year and weekly in January and February. Our meetings are Web Ex interactive computer / conference calls. WE really do have a lot of fun while getting through all our tasks. This AGM is the first time that more than two of have ever been together at one time. We welcome people with or without a publication background. Should you be a candidate for one of the awards, we do work around it so that you are not voting for yourself.

JCNA Concours Proposal to Address Issues Raised by the Membership and Clubs

Background:

Our first set of rules was codified in 1973 and has since been expanded and approved by JCNA at the AGMs. The rules as they are today are the result of hard and thoughtful work by JCNA individuals and committees. However, since the founding of JCNA and the development of North American Awards, there have been complaints of inequity in judges' knowledge and the application of rules. And there have been charges that some clubs see their event as more social, although all wish to be sanctioned. As the results of each club's Concours affect the end-of-year standings, these complaints have had merit.

Taking the complaints seriously, the Concours Committee and the Rules Committee were charged with exploring options to address these issues, as well as to seek comments from clubs and individuals. I can tell you that these Committees worked extremely hard, and a lot of ideas and observations came from their work. While the BoD was kept informed on their work, the BoD remained one step back so the effort would not be influenced. Options were presented at the AGM in Philadelphia, but were withdrawn at the request of the Committees so they had free range. However, after more than two years, there is still no single proposal that answers the issues, is affordable, or does not suspend the North American Award system. While there is room for improvement, the system is not totally broken. I have offered before that the mention of a car as a JCNA winner is so sought after by sellers, private and professional, that they will state such even if not always fact.

Last year at the AGM a request was made for either the BoD or me to "force" the Committees to offer a program. While that was impossible, and probably reflected frustration, it was promised that a proposal would be made at the next AGM. I had discussions with the Chairs of the Committees and we discussed options. The BoD read all proposals and discussed them at length. And on January 9, 2017, a special BoD meeting was held to discuss the options. The proposal that follows is supported by both Committee Chairs as well as the BoD in total.

Before we get to this proposal, let's look at why the previous proposals were rejected and will not be offered. This is done in part to prevent unproductive discussion at the AGM. Hopefully, any discussions of substance can be held with your Regional Directors prior to the AGM.

Two-Tier System: This system would not grow trained judges, as the results of the clubs' Concours would not determine NA awards. While the clubs could hold events, the results would hold only local weight. Further, the Two-Tier System, which would require scheduling annual side-by-side Concours events for the purpose of determining the final NA winners, would require an undetermined amount of funding, as well as a rewrite of the rule book. It would also present a logistical challenge, as the event could be thousands of miles away for many members. Just the challenges of raising dues to fund such an event make this seem impossible. Further, the event would not include all JCNA members or classes. If for no other reason, the inequity of this system was reason for rejection.

Growler Award: This proposal actually only adds expense to the North American awards and does not address any of the real issues. It was rejected by the Committees as well as the BoD.

So here is the proposed **Concours Adjustment**, which is no panacea, but is a compromise solution that seems to address the issues within the structure we currently have.

Part 1. All clubs will still be encouraged and have the authority to hold sanctioned and recognized events, as they currently do – no change. Clubs will still be required to hold their event to JCNA standards and to report their results to JCNA in a timely manner. Again, this is no change from current practice. For the clubs, this eliminates the specter of options that minimize a local club event and its ability to draw attendees.

Part 2. Although seldom held lately, Regional level events may be sanctioned and approved. These will count the same as club shows toward NA awards, and if utilized, will allow more events in a particular Region. A warning here is that these Regional events will need to be coordinated through the respective Regional Directors as well as the event sanction official to ensure that they are true Regional events and not just a second club event of the year.

Part 3. Participation in the annual JCNA International Jaguar Festival (IJF) will count toward the NA awards with a weight factor of 2. In other words, the score received at the JCNA Festival will be entered twice into the computations. The IJF will not count as a Regional event, but rather as a non-location event. This is to preclude any bias to the clubs in or out of their geographical locations. It also excludes a one-event Regional champion. The two IJF scores will be tallied as Club/Regional scores, and the highest three scores will be used for the final NA standings.

Part 4. Class ties. Any class that ends the year in a tie will be decided by an aggregate score of the year's events for those participants' cars. This will be only for North American EOY awards and will not of course affect Regional awards (two only required).

Part 5. Should the aggregate system result in a further tie, attendance at the IJF will be a discriminator. Should that result in yet another tie, then the tie stands.

The anticipated results of the above Concours Adjustments are to have more sets of eyes on cars that are participating in high-level competition. The more judges' eyes that see the entry, the more secure we can be in the equity of the outcome. They also encourage these wonderful cars to be present at more than the all-too-frequent three early shows before returning to storage for a year.

Spring 2017 Concours Committee (CC) Report**Date: January 22, 2017**

To: JCNA President and Board of Directors

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

CONCOURS COMMITTEE REPORT**1 – Committee Members**

Reg	Name	Club	Member Status
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. 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 2017.

- 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. The following Proposal was submitted on February 5, 2016 to the Board of Directors who subsequently “tabled” the Proposal until the Annual General meeting in Vancouver, BC in 2017.

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

Date: February 1, 2017

To: JCNA President and Board of Directors

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

Subject: Spring 2017 JCRC Report

Attachments:

- 1. Chief Judge Qualifications, Maintenance of Certification and Responsibilities
- 2. Judging and Scoring Guidance for Clear Bras

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, 2019
SC -	Rufus Coburn	Jaguar Club of Austin	April 30, 2017
NW -	Terry Sturgeon	Jaguar Car Club of Victoria	May 1, 2018
NE -	Hal Kritzman	Jaguar Club of Southern New England	May 1, 2018
NC -	Bob Stevenson	Jaguar Affiliates Group of Michigan	May 1, 2018

2. JCRC Activity Summary:

- a. Monitored the JCNA and Jag-lovers Forums concerning JCNA/AGM activity in general and concours in particular.
- b. Made administrative clarification of the qualifications required in a Chief Judge and the manner by which Chief Judges should maintain their own certification. (See Attachment 1)
- c. Following the 2016 AGM delegate approval of the member proposal to allow clear bras on Driven Division Entries, JCRC developed guidelines and deductions for judging them. (See Attachment 2)
- d. Preparing an update of the Judge's Test which will be distributed, with the answer sheet, to all JCNA Chief Judges, following the AGM.
- e. Miscellaneous administrative Rule Book edits and scoresheet format corrections were proposed by the Rule Book Editor, Steve Kennedy. JCRC approved their incorporation.

3. JCRC Membership Renewal:

SC Regional Directors must reaffirm Rufus Coburn, for an additional two years of JCRC membership, or recommend a replacement.

Submitted:

Dick Cavicke, Chair, JCNA JCRC

Spring 2017 JCRC Report
Attachment 1.

Chief Judge Qualifications, Maintenance of Certification and Responsibilities:

(New text underlined.)

Chapter III. Section C.

2. Chief Judge Qualifications

- a. The ideal Chief Judge will have extensive experience as a concours judge, as a JCNA concours exhibitor and/or as an amateur or professional Jaguar restorer. Lesser experience is acceptable; however, all candidates must have obvious leadership, administrative and management abilities. The Chief Judge need not be an expert in multiple car classes but he or she:
 - must be currently certified as a JCNA Judge,
 - must have served as a Certified Judge at a minimum of two JCNA sanctioned Concours,
 - must be prepared to fulfill the responsibilities of Chief Judge, Chapter III, C.3. pg. 2 (2017 AGM)
- b. Having met the prerequisites above, once appointed, a Chief Judge will automatically maintain his or her Judge certification provided, each year thereafter, he or she actually serves as a Chief Judge and yearly fulfills his/her responsibilities under Chapter III, C. 3.c., page **Error! Bookmark not defined.** When, for whatever reason, a person ceases to be the Chief Judge, his or her Judge certification will expire three years thereafter, in accordance with Chapter III, D., 4d, page **Error! Bookmark not defined.** (2017 AGM)

Note: As in 3.n. below, the club Chief Judge should keep track of how many concours each Judge has participated in but there will no longer be any implied requirement that a certain number of “judged concours” are necessary to maintain one’s Certification. (2017 AGM)

3. Chief Judge Responsibilities

- f. Becoming very familiar with the published JCNA rules, and protocols and the current JCNA model Judging Guides and Seminar Bulletins. (2017 AGM)
- g. Receiving and disseminating to club Judges all JCNA correspondence relating to Concours judging and scoring.
- h. Verifying the certification status and class expertise of JCNA Judges available from within the host club and from among the Entrants who have indicated a willingness to assist; thereafter, being responsible for all Concours Judging team assignments. (2017 AGM)

Chapter III, Section D.

4. Maintenance of Judging Currency

- a. Once certified, Judges are expected to ~~Judge at a minimum of 2 JCNA sanctioned concours every three years.~~ avail themselves to help with judging whenever needed. (2017 AGM)

Spring 2017 JCRC Report
Attachment 2.

Judging and Scoring Guidance for Clear Bras:

(New text underlined.)

Chapter V, page V-5, Section C. Exterior

2. Paint Finish

a. Paint and Body Work

In line 9 of this paragraph, delete the sentence: “Protective clear bras are non-authentic”
Insert the following as a new paragraph **b.** and re-label the existing paragraph **b. Body Stripes (Coach lines)** as paragraph **2. c.**

b. Protective Clear Bras/Coverings

1. Driven Division: Entries are allowed protective clear bras in frontal areas, forward of the front door (“A”) posts, without a non-authentic deduction. Protective clear coverings in other exterior areas are non-authentic and shall be assessed the prescribed deductions. Where present, all clear bras/coverings will be judged to the same cleanliness and condition standard as the paint finish. The surfaces, finish, and/or hardware, covered by/beneath the clear covering, shall also be judged for cleanliness, condition and authenticity. (2017 AGM)

2. Champion Division: Protective clear bras/coverings, wherever located, are non-authentic and shall be assessed the prescribed deductions. Wherever a clear bra/covering is found, both its surface, and the surface it covers, will also be examined and deductions made for cleanliness, condition, and authenticity discrepancies, when noted. (2017 AGM)

Chapter VI, Section F. EXTERIOR, page VI-7

ITEM	Missing or wrong style, plating, finish, model, color, shape, size, type, material or configuration	Max. Deduct.	NOTE
<u>15a. Protective clear bras/coverings, Driv. Div, in other than frontal area. (See ChV-5, C.2. b1)</u>	<u>2.0 each</u>	<u>10.0</u>	<u>s</u>
<u>15b. Protective clear bras/coverings, Champ. Div., (See ChV-5, C.2. b2)</u>	<u>10.0</u>	<u>20.0</u>	<u>t</u>

New notes:

s. Protective clear bras/coverings found in other than the frontal area of the exterior shall be assessed a minimum of 2.0 points each and a maximum of 10.0 points. (2017 AGM)

t. Protective clear bras/coverings shall be assessed a collective minimum 10.0 points deduction. Clear bras/coverings, which together cover more than 50% of the painted body area, shall be assessed the maximum 20.0 points deduction. (See Chapter VI Sec. F. item 15). (2017 AGM)

2017 Rule Book Update Synopsis

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:	No. of Pages
Inside Title Page	Replace in its entirety	2
2017 Rule Book Update Synopsis	Replace in its entirety	8
Table of Contents	Replace in its entirety	10
Chapter I,	I-1 & I-2	2
Chapter III	III-1 & III-2, III-3 & III-4, III-5 & III-6, III-7 & III-8, III-9 & III-10, III-11 & III-12, III-13 & III-14	14
Chapter V	V-5 & V-6, V-7 & V-8, V-9 & V-10, V-11 & V-12, V-13 & V-14	10
Chapter VI	VI-7 & VI-8, VI-13 & VI-14	4
Score Sheets	Replace in their entirety	4
Quick Reference	Replace in their entirety	10
Judges Test	Replace in their entirety	10
Total Pages to be replaced		74

Chapter 1, page I-2

3. Obtaining a Sanction

To obtain a sanction, go to the “Calendar Page” of www.jcna.com click on the “Login” link at the top of the page. Using your club number and password, access the "Club Page Main Menu" and follow the instructions to "Post new events in the Calendar and Request New Event Sanction".

The request may be submitted **within one (1) year** but **no less than four (4) months** prior to the requested Concours date. This avoids conflict with other clubs and ensures notice of the Concours will be listed as promptly as possible in the *Jaguar Journal's* Clubs Calendar.

Sanction will be granted on requested date subject to:

- a. Priority of request (2017 AGM)**
- b.** No same-weekend conflict within the JCNA Region or within 200 miles of other JCNA Concours meets.

Chapter 3, page III-2

2. Chief Judge Qualifications

Old text

The ideal Chief Judge will have extensive experience as a concours judge, as a JCNA concours exhibitor and/or as an amateur or professional Jaguar restorer. Lesser experience is acceptable; however, all candidates must have obvious leadership, administrative and management abilities. The Chief Judge need not be an expert in multiple car classes but he or she must know the rules and must be familiar with the judging expertise available within the host club and among the Entrants who have indicated a willingness to assist.

New Text

2. Chief Judge Qualifications

- a. The ideal Chief Judge will have extensive experience as a concours judge, as a JCNA concours exhibitor and/or as an amateur or professional Jaguar restorer. Lesser experience is acceptable; however, all candidates must have obvious leadership, administrative and management abilities. The Chief Judge need not be an expert in multiple car classes but he or she:

- must be currently certified as a JCNA Judge,
- must have served as a Certified Judge at a minimum of two JCNA sanctioned Concours,
- must be prepared to fulfill the responsibilities of Chief Judge, Chapter III C.3. page III-2 (2017 AGM)

b. Having met the prerequisites above, once appointed, a Chief Judge will automatically maintain his or her Judge certification provided, each year thereafter, he or she actually serves as a Chief Judge and yearly fulfills his/her responsibilities under Chapter III, C. 3.c., page III-3. When, for whatever reason, a person ceases to be the Chief Judge, his or her Judge certification will expire three years thereafter, in accordance with Chapter III, D., 4d, page III-6 (2017 AGM)

Note: As in 3.n. below, the club Chief Judge should keep track of how many concours each Judge has participated in but there will no longer be any implied requirement that a certain number of “judged concours” are necessary to maintain one’s Certification. (2017 AGM)

- f. Becoming very familiar with the published JCNA rules, ~~and~~ protocols and the current JCNA model Judging Guides and Seminar Bulletins. (2017 AGM)
- g. Receiving and disseminating to club Judges all JCNA correspondence relating to Concours judging and scoring.
- h. Verifying the certification status and class expertise of JCNA Judges available from within the host club and from among the Entrants who have indicated a willingness to assist; thereafter, being Being-responsible for all Concours Judging team assignments. ~~Knowing which club members are the most knowledgeable in each class.~~(2017 AGM)
- i. Overseeing score sheet Scrutineers and validating final scores and standings.

Chapter 3, Section D.4a., page III-5

4. Maintenance of Judging Currency

- a. Once certified, Judges are expected to ~~Judge at a minimum of 2 JCNA sanctioned concours every three years. avail themselves to help with judging whenever needed.~~ (2017 AGM)

Revised for text clarification

Chapter 3, page III-9

G. OPERATION VERIFICATION

2. Courtesy Repair Time

If any light or horn malfunctions ~~occur~~ are detected during the Operation Verification, the Entrant will be allowed a total of 15 minutes to correct them. ~~any malfunctions.~~ (2017 AGM) The Judging Team Leader should note the time when the team completes judging the Entry. If, thereafter, the Entrant corrects the problem within the allotted 15 minutes, the (original) judging team will re-examine the affected light, horn or system and make appropriate corrections or adjustments to the score. If the repair takes longer than 15 minutes or is unsuccessful, the originally assigned deductions will stand. **No member of a Judging Team is allowed to participate in the repair of any car, he or she has judged, while judging of the class is still in progress.**

Chapter 3, page III-12

J. THE JUDGE, THE SCORE SHEET AND SCORING

13. Noting the Location of Cleanliness and Condition Deductions

Each component judging sheet has a ~~C&C Deduction Locations box 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. (2017 AGM)

Chapter 5, page V-5

2. Paint Finish

b. Clear Bras (Beginning in 2017)

~~1. For the **Driven Division**: Entries are allowed protective clear bras, in any exterior location, applied forward from of the front edge of the front doors, without a non-authentic deduction. However, where present, clear bras, and the surfaces they cover, will be judged to the same for cleanliness and condition standard as the paint finish. The finish, hardware and/or surfaces beneath the bras may be judged for authenticity. are judged for cleanliness and condition only. (2017 AGM)~~

b. Protective Clear Bras/Coverings

1. **Driven Division**: Entries are allowed protective clear bras in frontal areas, forward of the front door (“A”) posts, without a non-authentic deduction. Protective clear coverings in other exterior areas are non-authentic and shall be assessed the prescribed deductions. Where present, all clear bras/coverings will be judged to the same cleanliness and condition standard as the paint finish. The surfaces, finish, and/or hardware, covered by/beneath the clear covering, shall also be judged for cleanliness, condition and authenticity. (2017 AGM)

~~For Champion Division, protective clear bras are non-authentic.~~

2. **Champion Division**: Protective clear bras/coverings, wherever located, are non-authentic and shall be assessed the prescribed deductions. Wherever a clear bra/covering is found, both its surface, and the surface it covers, will also be examined and deductions made for cleanliness, condition, and authenticity discrepancies, when noted. (2017 AGM)

Chapter 6F, page VI-7

15a. Clear Bras (Champion Div. Only, See ChV-5, C.2. b2) Protective clear bras/coverings, Driv. Div, in other than frontal area. (See ChV-5, C.2. b1)	2.0 each	10.0	s
15b. Protective clear bras/coverings, Champ. Div. , (See ChV-5, C.2. b2)	10.0	20.0	t

s. Protective clear bras/coverings found in other than the frontal area of the exterior shall be assessed a minimum of 2.0 points each and a maximum of 10.0 points. (2017 AGM)

t. Protective clear bras/coverings shall be assessed a collective minimum 10.0 points deduction. Clear bras/coverings, which together cover more than 50% of the painted body area, shall be assessed the maximum 20.0 points deduction. (2017 AGM)

Note: Also updated in the Quick Reference Guide

Chapter 5, page V-7

F. JUDGING METHOD AND TEAMS

3. Judging Team Leaders

Team leaders shall be assigned to all teams by the Chief Judge. The team leader ~~shall~~ **should (2017 AGM)**:

- a. Introduce him or herself and any team members

Chapter 5, page V-13 & V-14

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~~ **should** 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. It is also possible for the wheel to be authentic but the tire to be non-authentic and vice-versa. (2017 AGM)

Note: Acceptable tread wear may be determined by observing the tread wear indicator bands or by using a coin or other device to measure that the most shallow tread groove is at least 1/16" deep.

a. Spare Tire

Where full sized spares are present and **are correct. (2017 AGM)** as verified by Appendix B or the Owner's Manual, the spare tire should be of identical brand, tread pattern, speed rating and size as the tires mounted on the road wheels. Some newer model Jaguars are not fitted with spare tires but "Fix-a-Flat" or other similar products.

Score Sheets

Various font sizes and alignments were made to the score sheets. NO point deduction changes were made.

OV Score Sheet # 1, Font Corrections

Score Sheet # 1, move “**Driven Division...**” further to the right so the choice of which box to check is not confused with the “**Entrant or family member...**” box.

City, St, Zip: _____	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	

City, St, Zip: _____	Bold Boxes are for Score Ke
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	

OV Score Sheet # 1, Text Alignment Corrections (2017 AGM)

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		
System	Max.	Ded.	Item (Identify and describe accurately)	Initials	Mand. Ded.
Horns	6	-			-

Red text better aligned

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		
System	Max.	Ded.	Item (Identify and describe accurately)	Initials	Mand. Ded.
Horns	6	-			-
Headlights (high and low beam)	10	-			-
Driving Lights	6	-			-

Exterior Score Sheet # 2, Text aligned (2017 AGM)

EXTERIOR		DHC	SAL		
		OTS	FHC		
		XJ6C/XJ12C			
		XJ-SC			
		Min	Max	Max	
Body, Doors, Bonnet,		Deduct	Deduct	Deduct	
Boot Lid, Painted Bumpers & Grilles					
1	Dented/rippled	0.2	6	8	.
2	Poor repair	0.2	6	8	.

Exterior Score Sheet # 2, Text moved down one row (2017 AGM)

		Min	Max		
		Deduct	Deduct		
Chrome & Stainless					
(Incl. Accessories, Tailpipes & Resonators)					
18	Dented/rippled	0.1	6		.
19	Pitted/rusted	0.1	6		.

Bold the word Leather to match the rest of the words. (2017 AGM)

INTERIOR		Min	Max		
Woodwork, Vinyl & Leather (except seats)		Deduct	Deduct		
1	Scratched/torn/cracked	0.5	11		.
2	Dented/dimpled	0.5	11		.
3	Faded/peeling/worn	0.5	11		.
4	Poor fit	0.5	11		.
5	Cleanliness	0.1	16		.

Interior Score Sheet # 3, Letter “o” in “only” changed to “Only” (2017 AGM)

Hardware, Steering Wheel, & Instruments					
(XK 120 Batt.- Champ. & Spec. Divs. only)					
19	Scratched/cracked	0.1	9		

Interior Score Sheet # 3

“**Paint, Side Panels, Mats**” in different font size than “**Carpet, Battery**” (2017 AGM)

“**Min**”, “**Max**” not aligned with “**Deduct**” text below them. Font size and “**Min**”, “**Max**” alignment corrected

BOOT (Champion & Special Divisions Only)		Min	Max		
Paint, Side Panels, Mats,		Deduct	Deduct		
Carpet, Battery					
28	Scratched/chipped/etc.	0.1	7		.
29	Poor finish/repair/dented	0.2	7		.
30	Faded/worn/hole	0.3	7		.
31	Corroded/pitted/rusted	0.2	7		.

Interior Score Sheet # 3

Tool Section of Score Sheet capitalization for “box” changed to “Box” (2017 AGM)

Tools, Tool box /Pouch, Manual, Spare Cover				
33	Scratched/chipped/etc.	0.2	7	.
34	Corroded/pitted/rusted	0.2	5	.
35	Torn/faded/stained	0.2	5	.
36	Cleanliness	0.1	5	.
				.

Tools, Tool Box /Pouch, Manual, Spare Cover				
33	Scratched/chipped/etc.	0.2	7	.
34	Corroded/pitted/rusted	0.2	5	.
35	Torn/faded/stained	0.2	5	.
36	Cleanliness	0.1	5	.
				.

Engine Score Sheet

Engine score sheet, capitalize “etc.” changed to “Etc”. Font size also reduced to match rest of score sheet. (2017 AGM)

ENGINE COMPARTMENT (Champion and Bright Metal (Cam Covers, Carb Domes, etc.))				
		Min	Max	
		Deduct	Deduct	
1	Scratched	0.1	10	.
2	Pitted	0.1	10	.
				.

ENGINE COMPARTMENT (Champion and Bright Metal (Cam Covers, Carb Domes, Etc.))				
		Min	Max	
		Deduct	Deduct	
1	Scratched	0.1	10	.
2	Pitted	0.1	10	.
				.

Align “Deduct” with columns below them. (2017 AGM)

Exhaust (Manifolds & Downpipe Config.)				
		Min	Max	
		Deduct	Deduct	
15	Cracked	0.1	6	.
16	Discolored	0.1	6	.
17	Rusted	0.1	6	.
18	Scratched/pitted/dented	0.1	6	.
19	Cleanliness	0.1	6	.
				.

Exhaust (Manifolds & Downpipe Config.)				
		Min	Max	
		Deduct	Deduct	
15	Cracked	0.1	6	.
16	Discolored	0.1	6	.
17	Rusted	0.1	6	.
18	Scratched/pitted/dented	0.1	6	.
19	Cleanliness	0.1	6	.
				.

Engine, Sheet Metal section

Capitalize “etc.” changed to “Etc”. (2017 AGM)

Sheet Metal (Firewall, Radiator, Subframes, Bonnet, Underside, etc.)				
6	Scratched/chipped	0.1	10	.
7	Dented	0.1	10	.
8	Rusted	0.2	10	.
9	Poor Paint	0.2	10	.
10	Cleanliness	0.1	20	.
				.

Sheet Metal (Firewall, Radiator, Subframes, Bonnet, Underside, Etc.)				
6	Scratched/chipped	0.1	10	.
7	Dented	0.1	10	.
8	Rusted	0.2	10	.
9	Poor Paint	0.2	10	.
10	Cleanliness	0.1	20	.
				.

Engine Score Sheet, Electrical

Switch the “,” and “.” From Elec., To Elec., (2017 AGM)

Elec., Hoses, A/C, Emission, P/S (Gen., Alt., Relays/Reg, Wiring, Battery, Tubing, Clamps)				
20	Frayed/cracked	0.2	6	.
21	Discolored	0.2	6	.
22	Scratched/pitted/dented	0.1	6	.
23	Corroded/rusted	0.1	7	.
24	Cleanliness	0.1	15	.

Elec., Hoses, A/C, Emission, P/S (Gen., Alt., Relays/Reg, Wiring, Battery, Tubing, Clamps)				
20	Frayed/cracked	0.2	6	.
21	Discolored	0.2	6	.
22	Scratched/pitted/dented	0.1	6	.
23	Corroded/rusted	0.1	7	.
24	Cleanliness	0.1	15	.

Engine Score Sheet # 4, Added Line to Large Space (2017 AGM)

Engine Block, Head, Carbs or Fuel Injection					MISSING OR NON-AUTHENTIC ITEMS (Champion Division Only)		
11	Scratched	0.1	10	.	Item (identify and describe accurately)	Initials	Mand. Deduct
12	Corroded/rusted	0.1	9	.			-
13	Faded paint (head/block)	0.3	6	.			-
14	Cleanliness	0.1	25	.			-
Condition & Cleanliness Deduction Locations Referencing the numbered t or more condition and clean Deductions are made, this section should not be left blank.							-
							-
							-
							-
							-

Engine Block, Head, Carbs or Fuel Injection					MISSING OR NON-AUTHENTIC ITEMS (Champion Division Only)		
11	Scratched	0.1	10	.	Item (identify and describe accurately)	Initials	Mand. Deduct
12	Corroded/rusted	0.1	9	.			-
13	Faded paint (head/block)	0.3	6	.			-
14	Cleanliness	0.1	25	.			-
Condition & Cleanlin Referencing the numbered t or more condition and cleanliness deductions. If C&C Deductions are made, this section should not be left blank.							-
							-
							-
							-
							-

Quick Reference Guide:
 Various font size corrections

Exterior: Addition of Notes s & t

s. Protective clear bras/coverings found in other than the frontal area of the exterior shall be assessed a minimum of 2.0 points each and a maximum of 10.0 points. (2017 AGM)

t. Protective clear bras/coverings shall be assessed a collective minimum 10.0 points deduction. Clear bras/coverings, which together cover more than 50% of the painted body area, shall be assessed the maximum 20.0 points deduction. (2017 AGM)

Protest Committee Report,

February 2, 2017

Committee Members

NW

Les Garbutt

NC

Mike Ksiazek

NE

SW

SC

David Nichols

SE

Jerry Wise

Knick Curtis, Chairman

NCJOC Concours, 9/18/2016. Steve Schuh. 1963 XKE OTS, class C5/E1. Mr Schuh had points deducted for the wrong metal pattern on the gear shift surround and dashboard. His pattern was a dot pattern used on later cars as opposed to the "hash" pattern. I told him the alternative was not acceptable according to the Judging Manual. In the subsequent investigation by several JCNA folks, we were able to direct him to a company in England that makes the correct material, and he has in fact ordered same so that his car will be correct.

Respectfully submitted

Knick Curtis

Chairman JCNA Protest Committee



2017 JCNA AGM
Jay Hixson, Chairman
RALLY COMMITTEE REPORT





BACKGROUND AND NOTES

- Committee members: Chairman
Chairman - Jay Hixson
NW - Phil Miller
SW - open
NC - open
SC - David Meck
NE - Kurt Rappold
SE - Dick Deibel
- Jay Hixson performed all duties in 2016 (not over taxing)
- Need to do better job including all committee members





ACCOMPLISHMENTS FOR 2016

- 11 rally events completed in 2016
- 4 affiliated clubs organized and ran rallies in 2016
- 26 JCNA members participated in rallies 2016
- JCNA web site Rally Results and Rally Standings working much better - huge thanks to Jack Humphrey





HOW 2017 IS SHAPING UP

- 10 rally events already scheduled for 2017
- Need to do better job including all committee members







CR-19 Rally

JCNA Slalom Committee 2016 Report 1-30-17

During the 2016 Slalom season fifteen sanctioned events were held by twelve different Clubs. There were 124 JCNA Member entrants for an average of over eight Member entrants per event. Only those entrants with JCNA Numbers are shown on the Results pages and in the Standings. Many non-JCNA members also competed with diverse types of cars which add interest (and revenues). Non JCNA Member entrants pay an additional \$5 fee which goes to the insurance company. All non-Jaguars run in Class Z.

Special Awards for 2016:

Fastest Man: Ian Crawford SE09 - 40.958 seconds in Class L - 1971 E-Type

Fastest Women: Julie Baily NW61 - 45.519 seconds in Class D – 1969 E-Type

The Committee has not proposed changes to the text of the Slalom Rules for 2017. For the 2016 Slalom season newly introduced models XE and F-pace were added to the existing Class M.

The Slalom Committee determined that a comprehensive revision of the Slalom Class structure was in order. Submitted with this Report is the Slalom Committee's proposed revision for 2017 driven by function and performance rather than appearance or nomenclature. It is designed to be adaptable to the inclusion of new Jaguar models without the need for creating additional Classes. If a truly unique new model (hybrid or all electric) were to be created then we will have the option of inserting it into one of the Classes currently listed as (omitted). The total number of Classes was reduced by one.

We have two new Members of the Slalom Committee: Ian Crawford representing the SE Region and Terry Sturgeon representing the NW Region. Not by coincidence, they are the 1st and 2nd fastest men of the year for 2016.

A goal of the Slalom Committee for 2017 will be to expand the JCNA Slalom Program with more Clubs, with more events, and with more participants at each event.

Tom Wright
Slalom Committee Chair

JCNA Slalom Championship Classes – (revisions effective 2017)

- A. Classics – includes all Jaguars thru MK V (1927-1951)
- B. All XKs (120, 140, 150, **NOT** including XKSS, C & D types (1949-1961)
- C. Early Sedans, large & small, MK-1 thru, **NOT** including, Series 1 XJ6 (1955-1970)
- D. E Types, 6 Cylinders (1961-1971)
- E. E Types, 12 Cylinders (1971-1975)
- F. XJ Sedans, 6 & 12 Cylinders NOT including XJ40 (1969-1992)
- G. (omitted)
- H. Modified Class - Lightweight Jaguar sports cars (XK 120, 140, 150, C, D, XKSS, & E Types); Jaguar powered Specials & Replicas (Concours eligible)
- I. Modified Class - Heavyweight Jaguars (Sedans, SUV's and GT's)
- J. XJS (including XJS-R & XJSC) (1976 - 1996)
- K. Two wheel drive non-supercharged GT cars (XK, XK8, & S-Type) (1996 – 20__)
- L. Two wheel drive supercharged GT cars (XKR, XJR, & S Type R) (1999 – 20__)
- M. Four door sedans (XJ40, XJ, XF, & XE) (1987 - 20__)
- N. FWD cars (X Type & F-Pace) (2002 - 20__)
- O. (omitted)
- P. (omitted)
- Q. (omitted)
- R. F-Type (all models) (2013 - 20__)

SP/L Street Prepared – Lightweight. All 120, 140, 150, C, D, XKSS, & E-types

SP/H Street Prepared – Heavyweight. All 6, 8 and 12 Cyl. Sedans & GT.

Z All Non-Jaguar Powered cars.

Above is the Slalom Committee's proposal for a new Class format for the 2017 Slalom season. This approach is driven by function and performance capability and is designed to be adaptable to the inclusion of new Jaguar models without the need for creating additional Classes. If a truly unique new model (hybrid or all electric) were to be created, we will have the option of inserting it into one of the Classes currently listed as (omitted).

Major Considerations

1. Newer four door sedans are placed in Class M by themselves. They are bigger, heavier, and less conducive to Slalom competition. Both supercharged and non-supercharged sedans are combined in the same Class because at this time, no distinct time advantage has been noted. S-Type sedans are included with GT cars because of their lighter weight.
2. All F-Types are kept together in a discreet Class as requested by JLR when the F-Type was first introduced. Although the V-8 models should have an advantage, there is not as yet a marked difference in times between the various F-Type models.
3. The year ranges for various Classes have been added because of Jaguar Cars re-use of historic nomenclature e.g. XK & XJ. This avoids the use of terminology such as "new shape" which can difficult to interpret on site at an event.
4. Supercharged and non-supercharged GT (2 door - 2 wheel drive) cars are each given their own Class (K and L).
5. The F-pace is combined with X-Type in Class N as both are FWD.

CR-21

Feb. 14, 2017

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 3000 images on file plus more than 75 films.

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. 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.

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 do not issue Heritage Certificates for them. Those are available from the Motor Industry Heritage Trust in England.

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

JCNA Website Status Report to the JCNA Board of Directors

March 18th, 2017

Background:

- Vendor is SiteWired, located in Broomfield, Colorado.
- Went live shortly after 2015 AGM; many features not functional.
- Entry of 2015 event participation information problematic & incomplete.

Current Situation:

- Excellent communications & information flow with contractor.
 - Weekly teleconference to review problems / issues.
- Event scoring systems & leaderboards functional.
- Entry of judging team information revised & functional.
- Dedicated server – faster & more secure.
 - Spam & inappropriate postings greatly reduced.
- Site improvements ongoing.
 - Associated cost a fact of life but lower than first part of 2015.
 - Webmaster maintenance responsibilities.

Issues / Challenges:

- Find dedicated & experienced webmaster!
- Feedback on what members & committees want.
- Ongoing moderate investment required.
- Missing a few 2015 event results.

Road Ahead:

- Integrate or expand website capabilities to meet membership software committee requirements.
 - This will cost money.
 - Webmaster is part of committee.

- Other Work priorities:
 - Incorporate event committee recommended layout changes for results input page & judging team information.
 - Refine forums functionality.
 - Better integrate Jaguar Journal E-Newsletter / bonus material.
 - Add missing 2015 event results.
 - Update 'Help' sections.
- Develop intermediate & long term objectives.

Submitted by Jack Humphrey, Southwest Regional Director / JCNA Webmaster

Report of the ad hoc Membership Software Committee to the 2017 JCNA-AGM.

Near the end of 2015, JCNA President George Camp formed an ad hoc Committee comprised of Gary Kincel, Dennis Eklof, Jack Humphrey, and Greg Huelsman. The challenge to the committee was to explore all possibilities related to an appropriate Membership Software approach at JCNA.

During the past year our committee met by phone conference several times, completed follow-up on topics discussed during those calls, and challenged each other on what the software should include, and how it should be written, with a keen eye on affordability for JCNA.

Following is a draft summary of our findings as previously communicated to JCNA leadership, and now to the full AGM.

Membership Software

Phase 1

With a goal of streamlining the way JCNA currently maintains and updates membership records, the ad hoc committee appointed by President George Camp has had a number of conversations over the past year. During those conversations, we have discussed many possibilities for a membership software database and program. Discussion included the possible purchase of a vendor sold plug in package that would be applied to our current website, and the alternate possibility of having our current website developer "Sitewired" do the development based on specifications provided by JCNA. In the end we have concluded that we should first provide a set of guidelines to "Sitewired" so they can provide pricing for development there. Here are the basics as we see it for a Phase 1 database creation. It is important for "Sitewired" to understand that there will be later enhancements, so that whatever is completed in Phase 1 can be a foundation to build upon for the future without major changes to what has already been completed.

- Web-based membership database. Create a flexible database that captures all relevant member data including the usual; name, address, e mail, affiliate club and region, cars owned, activities of interest, with expandability for additional fields of information related to a member when needed. These could include such things as willingness to volunteer, just as one example. Maintain history of membership when members drop off. The system must have a user friendly search capability, which will allow the user to search on a single or multiple fields of information. Allow, club, and above administrators to generate reports that can be exported to Excel for further manipulation.
- Password-protected web access based on profiles and membership status. Password protection should be at several levels of security, including member ability to access and update only their information, Affiliate club leadership to access only their club member information, RD, to access only their region members either individually or by affiliate club, JCNA leadership to access the full roster with read only or full update ability, individuals to be determined by JCNA President. Password usage should be tracked by the website as it relates to either view or change of data. Essentially, each user with a password would have a web account. A permissioning sub-system to control access needs developed that will control access by individual to (read/edit/Download etc.).
- Member/User Accounts, that drive the website, and member communication. In later phases of development, additional types of accounts could be added such as advertisers or non member event registrants, but initially Member accounts would allow for user access, tracking of website usage, creation of mailing list for printed publications, Allow on line renewal using Credit Card or PayPal, through a secured portal. These accounts would be linked to other parts of the website, like concours scoring, forum participation, use of the for sale advertising area and JCNA Shop.
- Used by administrators for managing roster. Administrator and Assistant administrator will have the ability and responsibility to update member data, create invoices for affiliate club, and MAL dues to be paid to JCNA.
- Accessible by individual members for profile maintenance. This does have the potential of corruption of data, so appropriate filters and checking capabilities will be needed.

- Accessible by affiliate club administrators for profile updates (forms and Excel/CSV file submission)
- Accessible by individual members for profile maintenance. This does have the potential of corruption of data, so appropriate filters and checking capabilities will be needed.
- Accessible by affiliate club administrators for profile updates (forms and Excel/CSV file submission)
- Searchable by paid JCNA members.
- Integrated with the scoring system to greatly simplify score entry process for Concours, Rallies, and Slaloms.
- Integrated with a JCNA email notification system with member-based targeting, i.e. club, region, member-status and other filters.
- Online renewal (with credit card payment): This could be a winner in terms of club support. While JANE has its own on-line renewal capabilities, many clubs do not, and offering this as a feature could attract many clubs to support the new system. This would require some careful design work so that clubs could maintain their own fee and renewal policies while remaining integrated with the JCNA database. I could see JANE possibly moving to such a system.

Phase 2

- Although not fully developed at this time, Phase 2 will include enhancements to that which is developed from Phase 1. This information is being provided to the developer not as an absolute, but more as a guide. We have and will continue to discuss enhancements, some of which are noted below. A good portion of items here are suggested with club level use and acceptance in mind.
- Providing easy update forms for those now relying on paper
- Providing an easier means for those now using spreadsheets (or other tools) to easily transition to the new JCNA system if desired

- Providing affiliated clubs an easy option of supplying a computer readable file from their already computerized membership rosters. ,
- Provide club-level reporting functions for clubs who keep their roster in the JCNA database.
- Well integrated online renewal capabilities
- Machine-readable submissions from affiliated clubs
- Accessible by multiple administrators
- Ability to update JCNA membership profiles from profiles kept at Affiliate Clubs
- Link the membership database to JCNA's financial accounting system.

CR-24 Facebook Report

Since assuming an administrator role mid-August 2016 for the JCNA Facebook page, the number of page likes has grown to 1,548. The demographics are: 83% male, 15% women with an age range for both between 18 and 65+. Within those age ranges the percentages are as follows: 18-24 11%; 25-34 11%; 35-44 13%; 45-54 18%; 55-64 17%; 65+ 13%.

The fan base is primarily the United States followed by India, UK, Canada and Italy – in that order.

The most engagement (comments, likes, shares) was found in the following seven posts between 8/11/16 – current:

- Most popular to date is the post on 01/13/17: Jaguars Sold at Auction in 2016. 1,491 reach and 12 shares
- Post on 10/24/16: Driving the Jaguar 3.8 E-Type, the Shape that Launched a Thousand Dreams. 1,341 people reached, 15 shares
- Post on 01/29/17: Goodwood Test Jaguar Mark 2, 623 people reached, 2 shares
- Post on 12/30/16: A Day with Jaguar's design director, Ian Callum
- Post on 02/17/17: New Jaguar XE SVR set to Challenge the BMW M3
- Post on 02/17/17: Welsh's post 'Is Your Jaguar Ready for Show?'
- Post on 11/04/16: 2017 Jaguar F-Pace S one week review

As mentioned in the JJ Advertising report, advertisers are offered the opportunity to send me information to post on the Facebook page. SNG Barratt and Welsh Enterprises send me information to post on a weekly basis.

Respectfully submitted,

Diane L. DuFour

Jaguar Journal Report 2016

Content

One key objective for 2016 was to increase the coverage of the current product range and other more recent models. This was largely met with road tests of XE, XF, XJ and F-PACE models.

Personal UK visits were also used to report on Jaguar Heritage (now 'Jaguar Classic') facilities and gain new advertisers such as CMC and Denis Welch, plus new lifestyle-type advertisers from Diane's contacts.

Good range of classic stories and technical articles.

Conscious effort to include more West Coast coverage.

Schedule

Continuing the trend from 2015, mail-drop date has now come further forward and is about two weeks prior to the first cover date month. This means the **JJ** issues are now generally arriving in members' mailboxes by the start of the first cover month.

Design change

The basic design is now settled, with the trade mark symbol (™) included on the masthead, reflecting the legal trademark *Jaguar Journal* status now granted to JLR.

Special offers

With crucial help from the JCNA president and legal counsel, there have been two **JJ** special offers – the JOA shield and JJ Archive USB sticks. These required considerable extra effort from the whole journal team on a voluntary basis.

The badge was a one-time offer that made several thousand dollars to offset **JJ** expenses, where the archive sticks will be an ongoing offer that will sell slower but for longer. The March-April 2017 issue will include the first color advertising flyer and order form to boost sales.

Current Focus

With technical and style issues largely settled, the focus is page growth through ad revenue. This has not yet been possible and a structured sales push is a key 2017.

Peter Crespin

Editor

February 2017

CR-26

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

TO: JCNA BOD
c/o Bob Matejek, Secretary

RE: 2017 AGM BOD Report
Jaguar Journal Committee Report:

DATE: February 20, 2017

Last year, we adjusted our publication calendar so that the Journal will generally arrive around the first of the month, and we have been able to maintain that schedule. The Committee also put in some extra time helping prepare the *Jaguar Journal Archives* that we initially offered to the membership in August, 2016. I wish to thank the Committee for their extra work on this project. I also need to thank George for the time and efforts making this project a reality. Please see Pete Crespin's report from our Editor's perspective.

I expect to renew contracts for Pete Crespin, Greg Wells, and Diane Dufour.

Some time ago, we discussed getting an online publication that complements the *Jaguar Journal* up and running, and this has not been accomplished and I bear responsibility for not having accomplished this by now. We are working on it.

Financially, the costs of producing the print publication are stable but the production costs are significant and run over \$20,000 per issue. Advertising revenue has not met production costs and the magazine continues to run in the red and is therefore subsidized by membership dues. We are aware of this and our goal is to move toward a break-even bottom line, but this continues to be a challenge.

CR-27 JJ and Website Advertising Report

The Jaguar Journal advertising revenue remained stable in 2016. There were a couple of advertisers who dropped due to budget or lack of response from their advertising and their revenue loss was replaced with new advertisers.

The 2017 rate card was completed. There was no rate increase. A print/banner ad package was added to the full-page display with a 6-time commitment.

A larger banner ad size is now available for our website advertisers. This was introduced in the last quarter of 2016. There are 8 website banner ads producing revenue. There were two recent drops due to lack of response.

The AR Aging Report is continuing to improve and the number of unpaid invoices over 60 days has improved from this time last year. We may want to consider accepting only PayPal or credit card payments from overseas advertisers to avoid paying bank transfer fees.

The JCNA Facebook page is now offered (free) to our advertisers as a way to expand their reach for information, events, etc. that have a short window of opportunity. We have two advertisers that have taken advantage of this and as one of the administrator of the Facebook page, I can see that both of the advertisers are getting lots of engagement – shares, likes, comments.

The November/December issue once again included a Welsh holiday insert. Again, they expressed that they were happy with the results. Our profit margins improved with this insert. Welsh plans on another holiday insert in 2017.

In 2017, the focus continues to be on increasing ad revenue.

Respectfully submitted,

Diane L. DuFour

AGM Report on the 2017 JCNA IJF
March 18, 2017

2017 JCNA IJF

2017 JCNA International Jaguar Festival October 12, 13 & 14, 2017

Lanier Islands Legacy Lodge,
Buford, Georgia



• Concours d'Elegance



• Rally • Slalom



Muscle Improm & Classics

Premiere Sponsor
**HENNESSY
JAGUAR**



Morgan Stanley

HAGERTY



Accommodations



Serving as the centerpiece of Lanier Islands, Legacy Lodge & Conference Center offers a variety of great amenities. Including complimentary wireless Internet, a full-service business center, two restaurants and more.



Rates are negotiated at \$165.00 per night, with taxes and fees, a check out of \$195.00 to \$200.00, depending on whether a special state tax is still being levied.

Map of Venue



A trolley will run continuously from the Hotel to the Slalom and Concours during those events.

Tentative

JCNA International Jaguar Festival

Thursday, October 12, 2017

9:00 am to 5:00 pm	Registration---Hospitality Magnolia Room
12:00 pm to 5:00 pm	Slalom---The Grand Hall
6:00 pm to 7:30 pm	Welcome Reception--- Legacy Pointe

Friday, October 13, 2017

7:30 am to 5:00 pm	Registration --- Hospitality Magnolia Room
8:00 am to 10:00 am	Concours field open to participants
10:00 am to 4:00 pm	Concours open to public
10:30 am	Opening Ceremony
10:45 am to 11:00 am	Keynote Address
11:30 am	Lunch available for participants
11:45 am	Rags Down
12:00 pm to 4:00 pm	Judging Individual times to be assigned
6:30 pm to 8:30 pm	Sunset Cruise Reception

Saturday, October 14, 2017

7:30 am to 5:00 pm	Registration --- Hospitality Magnolia Room
8:00 am to 9:00 am	Tour of Panoz cars
9:30 am to 11:00 am	Begin Rally/Drive
11:30 am to 12:30 pm	Lunch Times may be staggered
4:00 pm to 5:00 pm	Tech Session
6:30 pm to 9:30 pm	Reception and Awards Banquet

Sunday, October 15, 2017

8:00 am to 9:00 am	Farewell Breakfast
--------------------	--------------------

Slalom

Date/Time: Thursday October 12, 2017 12:00 PM – 5:00 PM at Grand Hall, a permanent open air pavilion with facilities. A box lunch will be provided. The course will be in the large unencumbered parking lot.

\$60.00 per vehicle, includes one lunch.

\$25.00 each additional lunch

Welcome Reception

Date/Time: Thursday October 12, 2017 6:00 PM – 7:30 PM at Legacy Pointe

Meet members of the host club and get to know other participants in this relaxed setting next to beautiful Lake Lanier. The evening will include live music, hors d'oeuvres and a cash bar.

Casual attire

\$20.00 per person

Concours D'Elegance

Date/Time: Friday October 13, 2017 8:00 AM – 5:00 PM at Pinelsle Pointe.

Pinelsle Pointe is a large permanent covered pavilion with facilities. It overlooks the lake with the large gently sloping field to lakeside. Buffet lunch provided.

\$60.00 for 1st car to be judged, includes one lunch.

Additional judged cars \$15.00 each, no lunch included.

\$50.00 for 1st display only car, includes one lunch.

Additional display cars \$10.00 each, no lunch

Additional lunches \$45.00 each.

Sunset Cruise

Date/Time: Friday October 13, 2017 6:30 PM – 9:00 PM at Marina (TBD depending on lake level)

Enjoy a reception and buffet dinner aboard the Island Princess while cruising beautiful Lake Lanier (limited capacity). The sunset should be spectacular. A second option for the evening will be provided if the cruise fills to capacity. The facility has a large outdoor screen. We will most likely plan on a dinner and movie. The dinner will be buffet style.

Casual attire. It may be cool on the lake, dress accordingly.

Limited to the first 80 to sign up.

\$75.00 per person

Monte Carlo Rally with a Twist

Date/Time: Saturday October 14, 2017 8:00 AM – 4:00 PM at Panoz Motor Cars

<http://panoz.com/about/>

The beautiful north Georgia backcountry paved roads will be the setting for the JCNA IJF Monte Carlo style rally. The day will start with a tour of the Panoz race car museum and then the rally entrants will be on their way to the first of three checkpoints.

So, what is the twist? North Georgia has some of the best lightly traveled driving roads found anywhere. These roads (Red Roads on the entrants' strip maps) are the perfect setting for Jaguars new and old and each leg of the rally will feature several roads that the entrants must travel down as part of their chosen route to the checkpoints.

We will "brake" for lunch after the second leg (lunch is included in the price) and the third leg will take the entrants into the north Georgia mountains along more spectacular driving roads. The conclusion of the rally will be at a four-lane highway for easy travel back to the hotel.

\$50.00 per car, includes lunch for two. There must to be 2 people in the car to participate in the Rally.

Scenic Drive

Date/Time: Saturday October 14, 2017 9:30 AM – 3:00 PM at Panoz Motor Cars

<http://panoz.com/about/>

The day begins with a tour of the Panoz race car museum. This is a non-timed scenic drive through the beautiful mountains of north Georgia. Lunch for two is included but a passenger is not required to participate in this event.

\$50 per car, includes lunch for two

Awards Banquet

Date/Time: Saturday October 14, 2017 6:30 PM – 9:30 PM at Legacy Lodge Banquet Hall

Concours, Rally and Slalom winners will be announced and trophies presented.

The evening will include a special guest speaker. Cash bar will be available. Jackets recommended.

\$75.00 per person

Tech Session

Date/Time: Saturday 4:00 PM – 5:00 PM

Topic and speaker or speaker's **TBD**

Farewell breakfast

Date/Time: Sunday October 15, 2017 8:00 AM – 9:00 AM at Sidney's Restaurant

Come join us for a complimentary farewell breakfast

Registration Form Attached

Registration can be mailed with a check or with credit card information completed.

OR

Scanned and sent by email with credit card information completed.

OR

(And preferred)

On line at, www.ngjc.us, with payment by credit card or PayPal.

Apparel available when registering

Ordering on the merchandise website for delivery at event registration

www.ngjcstore.com



Ladies' hats will be available and ladies' sizes are available in the polo shirt.

In addition, commemorative lapel pins and dash plaques will be given to registrants and available for purchase.



Proposal to host

The 2018 JCNA AGM in San Antonio, TX

Presented by Brian Blackwell

JCNA Club Roster Counts: Year-End Comparison

CR-29 Administrator's Report

Prepared for JCNA Membership Committee and JCNA Board of Directors

January 31, 2016 by Harold Leggett, Administrator

Club	Club Name and Location, by Club Number	2008	2009	2010	2011	2012	2013	2014	2015	2016	Single Year Gain or (Loss)	Single Year Gain % or (Loss)	Five-Year Gain or (Loss)	Five-Year Gain % or (Loss)
SW01	Jaguar Club of Southern Arizona	68	61	57	54	49	46	35	48	49	1	2.08%	(5)	-9.26%
SW02	Jaguar Club of Central Arizona	77	77	91	86	86	87	82	90	89	(1)	-1.11%	3	3.49%
SW03	San Diego Jaguar Club	182	186	182	181	184	200	170	202	208	6	2.97%	27	14.92%
SW04	Jaguar Owners Club of LA	235	218	196	197	203	190	107	120	175	55	45.83%	(22)	-11.17%
SW05	Jaguar Associate Group (San Francisco)	308	281	263	254	220	237	201	215	221	6	2.79%	(33)	-12.99%
SW06	Sacramento Jaguar Club	44	45	48	45	46	42	32	46	43	(3)	-6.52%	(2)	-4.44%
SW07	Rocky Mountain Jaguar Club (Denver)	108	108	113	120	114	132	112	129	125	(4)	-3.10%	5	4.17%
NE08	Jaguar Club of Southern New England	120	111	125	124	135	143	118	128	135	7	5.47%	11	8.87%
SE09	Jaguar Club of Florida (Orlando)	69	90	104	103	109	107	81	224	113	(111)	-49.55%	10	9.71%
SE10	South Florida Jaguar Club (Ft. Lauderdale)	67	64	66	45	37	50	42	73	44	(29)	-39.73%	(1)	-2.22%
SE11	Suncoast Jaguar Club of Florida (Tampa Bay)	71	59	75	63	41	44	47	311	66	(245)	-78.78%	3	4.76%
SE12	Virginia Jaguar Club	47	47	49	62	66	65	60	112	59	(53)	-47.32%	(3)	-4.84%
NC13	Illinois Jaguar Club	141	136	141	136	140	131	100	133	124	(9)	-6.77%	(12)	-8.82%
SC14	Jaguar Club of Mexico	36	44	46	54	56	52	56	52	49	(3)	-5.77%	(5)	-9.26%
SC15	Great Plains Jaguar Owners Assn (Wichita)	7	8	8	9	7	6	5	4	5	1	25.00%	(4)	-44.44%
SC16	Heart of America Jaguar Club (Kansas City)	55	46	42	49	54	60	47	47	44	(3)	-6.38%	(5)	-10.20%
SC17	Gulf Coast Jaguar Club	0	25	27	31	30	30	28	112	25	(87)	-77.68%	(6)	-19.35%
NE18	Jaguar Assn. of New England (JANE)	218	231	243	206	283	303	265	286	294	8	2.80%	88	42.72%
NC19	Jaguar Affil Group of Michigan (Detroit)	145	126	129	123	139	139	129	130	134	4	3.08%	11	8.94%
SC20	Jaguar Assn of Great St. Louis	96	86	79	80	85	92	80	83	88	5	6.02%	8	10.00%
SE21	Carolina Jaguar Club (N.C.)	140	123	138	149	161	166	139	163	146	(17)	-10.43%	(3)	-2.01%
NE22	Empire Division (Metro NY)	26	26	28	31	36	36	34	40	40	0	0.00%	9	29.03%
NE23	Jaguar Drivers Club Long Island	73	69	77	64	73	59	70	66	55	(11)	-16.67%	(9)	-14.06%
NE24	Jaguar Aficionades of Grt Buffalo	48	45	48	44	47	46	43	48	43	(5)	-10.42%	(1)	-2.27%
NE25	Jaguar Club of Central New York (Syracuse)	70	60	56	58	61	53	50	63	61	(2)	-3.17%	3	5.17%
NE26	Jaguar Touring Club (New Jersey)	135	130	126	122	119	115	93	99	98	(1)	-1.01%	(24)	-19.67%
27	- Placeholder; there is no Club 27													
NC28	Jaguar Club of Ohio (Cleveland)	124	122	120	128	134	123	119	136	144	8	5.88%	16	12.50%
NC29	Jaguar Club of Central Ohio (Columbus)	51	43	53	60	68	62	52	54	48	(6)	-11.11%	(12)	-20.00%
SC30	Jaguar Club of Tulsa	51	38	30	31	27	25	29	29	26	(3)	-10.34%	(5)	-16.13%
SC31	Central Oklahoma Jaguar Association	67	61	59	57	60	59	58	67	65	(2)	-2.99%	8	14.04%
NW32	Jaguar Owners Club of Oregon	123	104	94	89	84	95	66	90	85	(5)	-5.56%	(4)	-4.49%
NE33	Delaware Valley Jaguar Club (Philadelphia)	174	147	146	149	139	146	121	260	141	(119)	-45.77%	(8)	-5.37%
SE34	South Carolina Jaguar Society (Charleston)	25	19	22	44	32	50	53	52	51	(1)	-1.92%	7	15.91%
SC35	Jaguar Owners Association of the Southwest (Dallas)	77	89	71	54	59	39	47	43	78	35	81.40%	24	44.44%
SW36	Jaguar Club of Greater Las Vegas	30	27	25	21	23	18	15	11	18	7	63.64%	(3)	-14.29%
SC37	Jaguar Club of Austin	57	47	56	63	63	62	58	56	52	(4)	-7.14%	(11)	-17.46%
SC38	Jaguar Club of Houston	141	137	113	110	98	94	70	58	69	11	18.97%	(41)	-37.27%
SW39	Wasatch Mountain Jaguar Register (Salt Lake City)	38	33	27	22	28	30	29	23	24	1	4.35%	2	9.09%

NE40	Nations Capital Jaguar Owners Club	220	215	203	219	197	182	159	182	174	(8)	-4.40%	(45)	-20.55%
NW41	Jag Drivers & Restorers Club of NW Am (Seattle)	166	158	163	161	164	184	144	128	136	8	6.25%	(25)	-15.53%
NW42	Canadian XK Jaguar Register (Vancouver)	76	74	74	73	82	85	76	79	94	15	18.99%	21	28.77%
NC43	Ontario Jaguar Owners Assn. (Toronto)	244	225	203	191	179	160	97	128	115	(13)	-10.16%	(76)	-39.79%
NW44	Pacific Jaguar Enthusiasts Group	30	28	28	32	34	34	21	17	9	(8)	-47.06%	(23)	-71.88%
NC45	Jaguar Club of Pittsburgh	132	138	122	122	112	119	75	82	97	15	18.29%	(25)	-20.49%
SW46	Reno Jaguar Club	42	31	40	38	42	36	30	33	27	(6)	-18.18%	(11)	-28.95%
NC47	Wisconsin Jaguars Ltd. (Milwaukee)	141	146	123	119	115	115	94	108	94	(14)	-12.96%	(25)	-21.01%
NE48	Ottawa Jaguar Club	67	72	78	79	89	87	83	100	106	6	6.00%	27	34.18%
NC49	Jaguar Drivers' Club, Area 51 (Louisville)	54	46	58	59	56	49	47	73	69	(4)	-5.48%	10	16.95%
SC50	San Antonio Jaguar Club	60	57	68	62	55	54	45	96	40	(56)	-58.33%	(22)	-35.48%
NC51	Jaguar Association of Greater Indiana	63	68	74	71	81	94	76	94	91	(3)	-3.19%	20	28.17%
NE52	Jaguar Auto Group (New Jersey)	34	32	41	32	22	33	26	25	32	7	28.00%	0	0.00%
53	- Placeholder; there is no Club 53													
SE54	Jaguar Club of North Florida	56	42	54	53	42	56	53	99	72	(27)	-27.27%	19	35.85%
SE55	Music City Jaguar Club	20	0	32	19	20	20	23	30	31	1	3.33%	12	63.16%
SE56	Smoky Mountain Jaguar Club	113	107	88	93	88	76	61	65	54	(11)	-16.92%	(39)	-41.94%
SE57	North Georgia Jaguar Club	143	128	120	138	140	142	135	167	154	(13)	-7.78%	16	11.59%
SC58	Jaguar Club of North Texas	27	37	36	26	31	24	21	36	0	(36)	-100.00%	(26)	-100.00%
NC59	Jaguar Club of Greater Cincinnati	53	49	49	53	57	52	43	44	43	(1)	-2.27%	(10)	-18.87%
SW60	Inland Empire jaguar Club	14	15	18	14	11	8	10	24	16	(8)	-33.33%	2	14.29%
NW61	Jaguar Car Club of Victoria	143	133	143	152	144	151	121	108	116	8	7.41%	(36)	-23.68%
SE62	North Alabama Jaguar Club	12	13	18	8	11	13	10	21	24	3	14.29%	16	200.00%
NC63	Susquehanna Valley Jaguar Club	38	35	45	55	37	33	28	23	32	9	39.13%	(23)	-41.82%
SW64	Jaguar Club of Southern Colorado	42	32	31	36	42	53	48	61	55	(6)	-9.84%	19	52.78%
SW65	Jaguar Club of Northern Arizona	26	18	15	16	16	19	17	14	20	6	42.86%	4	25.00%
SW66	Jaguar Club of New Mexico					13	22	19	46	41	(5)	-10.87%	41	
NE67	Capital Region Jaguar Club of New York Ltd							36	47	58	11	23.40%	58	
SE68	Jagur Club of Southwest Florida								42	70	28	66.67%	70	
	JCNA LIFE MEMBERS						12	14	12	12	0		12	
	At-Large Members	154	143	194	250	225	245	257	1206	239	(967)	-80.18%	(11)	-4.40%
NC98	NC Northcentral At-Large Members								80	34	(46)		34	
NE98	NE Northeast At-Large Members								539	74	(465)		74	
NW98	NW Northwest At-Large Members								19	13	(6)		13	
SC98	SC Southcentral At-Large Members								73	19	(54)		19	
SE98	SE Southeast At-Large Members								266	58	(208)		58	
SW98	SW Southwest At-Large Members								216	32	(184)		32	
NT98	NT International At-Large Members								10	8	(2)		8	
Life98	Life At-Large Members								1	1	0		1	
CC00	Subscribers	36	28	11	3	4	5	4	1	4	3	300.00%	1	33.33%
CC00	Complimentary	62	62	39	50	29	32	29	30	32	2	6.67%	(18)	-36.00%
	TOTAL JCNA MEMBERS	5842	5525	5541	5542	5534	5629	4845	7093	5455	(1638)	-23.09%	(87)	-1.57%

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

Authenticity / Technical Help line

This continues to function well and is sponsored by SNG Barratt—thank you.

Private document holdings have been augmented tremendously by temporary loan/use of the vast Coventry Foundation library.

Use of this asset continues to be roughly 50% members and 50% referrals from either JLRs call center or the phone number listed in the owner's handbook.

Call volume is roughly 500 calls per year.

Awards Management and Competition Awards

Dave McDowell has been handling the year-end award trophy plate distribution process. Jack Humphreys and the various competition event Chairs have been very helpful in sorting out the final 2016 scores for Concours, Rally and Slalom events. All final Concours, Rally and Slalom scores were previously posted on the JCNA website. All Clubs were notified to check the accuracy of the posted results. Other than a few required corrections the scores, as posted, stand.

This year, everyone who earned an end of the year award in Concours, Rally and/or Slalom competition has been asked to fill out an Awards Form and return it to Dave. This will insure the trophy name tags list the correct information, and it will confirm your mailing address. If you haven't already returned this Form please do so at your earliest opportunity.

All of the octagon trophy plates required to meet JCNA's 2016 obligations have been manufactured by JCNA's new foundry, NILUSA, and sent to JCNA's storage and distribution warehouse. A majority of the name tags have already been printed. The trophy plate distribution process, with name tags affixed, has commenced from JCNA's distributor, The UPS Store in Lancaster, SC.

Bob Matejek is handling all the special awards and the unique End of Year Competition Awards. The winners will be announced and awards distributed at the AGM in Vancouver. Those not in attendance will receive their award via mail.

In the final 2016 standings there were -
71 North American Concours winners
84 Regional Concours winners
38 North American Slalom winners
27 North American Rally winners

220 total North American and Regional year-end awards were earned.

Dave McDowell
Bob Matejek

JCNA Communications Committee Status Report to the JCNA Board of Directors

March 18th, 2017

Background:

- Committee consists of three functional areas / designated positions:
 - Events Calendar.
 - Club Coordinator / Content.
 - Slalom, Concours & Rally Results.

Current Situation:

- Two functional areas covered by Webmaster – Events Calendar & Slalom, Concours & Rally Results.
- Club Coordinator / Content position is unfilled.
- Events Calendar.
 - Functional & no know issues or problems.
- Slalom, Concours & Rally Results.
 - Event scoring systems & leaderboards functional.
 - Entry of judging team information revised & functional.

Issues / Challenges:

- Find volunteer to fill Club Coordinator / Content position.
 - Critical position because individual is responsible for JCNA presence on Facebook.

Road Ahead:

- Relook organization and / or alignment of this committee.
 - Not sure of the link or association between the three functional areas.
 - Webmaster is responsible the events calendar & results and provides status in a separate report.
- Develop intermediate & long term objectives.

Submitted by Jack Humphrey, Southwest Regional Director / JCNA Webmaster

Foundation Liaison Report
2017 Annual General Meeting

At the 2015 Annual General Meeting it was recommended that a JCNA member be appointed as a liaison to the Jaguar Foundation in order to keep the JCNA Board of Directors apprised of the work of the Foundation. Gary Vaughan was named as the liaison to the Foundation at that AGM.

Name Change: Due to non support of the name Jaguar Foundation by Jaguar/Land Rover (JLR) a motion was made and passed to change the name of the Foundation from Jaguar Foundation to Coventry Foundation.

Foundation Financial Strength: The Foundation continues to grow with donations of tools, printed sales and training items, and even a vintage Jaguar XK140.

JCNA Club Involvement: A Florida club has offered the Sun Coast Challenge, challenging other JCNA clubs to match their \$250 donation to the Foundation.

Respectfully Submitted: Liaison

Gary Vaughan

An Update to the JCNA-AGM participants from the Coventry Foundation LLC

The Foundation was originally created to meet the demand for a place where people could donate their valued Jaguar memorabilia, where it could be used and enjoyed by others. There clearly was a need for a repository of Jaguar memorabilia, preferably one which offered a tax deduction. From that “need” the Foundation sprouted and grew. We now have a vision of sponsoring sustained educational programs directed towards Jaguar restorations, housing and displaying important historic Jaguar materials, and becoming an intellectual center for Jaguar automotive history.

As you probably read in the November-December issue of the Jaguar Journal, a lot has happened at the Coventry Foundation LLC (Formerly the Jaguar Foundation), during 2017. I am providing this information to the JCNA-AGM as an update. Though not directly related, we do of course have many JCNA members who donate and serve with the foundation, and the seed that germinated into the foundation was planted at a JCNA-BOD meeting several years back.

All donated funds to the foundation are used 100% for foundation activities. Officers and BOD members receive no compensation of any type. We are an independent 501c3 public charity and all donations are tax deductible.

Donations-Material

We continue to receive material donations of many types from folks who wish to help with foundation operations, and goals. Donors wish to help and support our work with their charitable gift. Some want their gift retained and eventually displayed in a facility where all can enjoy, while others are comfortable with the donation being used as the foundation BOD sees fit.

A few significant donations this year are:

A Jaguar XK140FHC (Described in the Nov.-Dec. JJ article) which will be retained and displayed at the request of the donor.

A massive collection of Jaguar Model Cars that the donor accumulated from around the world over more than 30 years. These will be a permanent display honoring the donor.

A collection of tools and mounting boards for 70's Jaguars and other British marques. These will also be retained and provided on loan to patrons as needed.

A large assortment of parts including a transmission, from a gentleman who just completed restoration of an XK140. With the donors permission, these will be sold, with the funds going to our Scholarship fund.

Donations-Monetary

During the year we have been fortunate to have most of our patrons renew their patronage with a donation of \$50. Or more. These cash donations are in savings, to be used for the work of the foundation to support the Jaguar Hobby.

JCNA- affiliate clubs are also becoming patrons. The Jaguar Club of Florida, followed by the Suncoast Jaguar Club (See the Nov.-Dec. JJ Article) are the first to become patrons, with an initial donation of \$250.00, and an annual renewal of \$100.00. The Suncoast Club has put out a challenge to all JCNA affiliate clubs to follow their lead and become patrons of the foundation. These funds can be directed as the club desires.

Website

Please take a few minutes to visit our new website at Coventryfoundation.org.

ON the website we have tried to highlight our vision, mission, and core values. In addition, you can see the BOD and others currently involved with the foundation along with a brief bio. I am sure many of those will be familiar to you as long time Jaguar Enthusiast. You will also find actual pictures and stories of donors, and their donations. GO to the site regularly, as we will update it as new things happen.

Outreach

As we continue to grow, we are already reaching out to the Jaguar Enthusiast community who are patrons of the foundation with offer to help with information and guidance on their current projects. The tools that we have on hand, which we believe are the most complete for older cars up through cars of the 90's are available for loan to both foundation patrons and JCNA members via the JCNA tool loan program. During 2017 we will provide scholarship help to a student attending classes for restoration arts.

Longer term

As our savings grow through the generous donations of many, we will endow a scholarship to help students who are following an automotive restoration curriculum, and at some point as funds allow, we will have a permanent facility where material donations can be displayed and enjoyed by anyone with an interest. Until then, donations that we have are kept in donated warehouse space, with an inventory maintained by our Secretary/Treasurer.

Included with this letter to the JCNA membership is our current brochure, and patron application. I invite all to become patrons, and please know that we appreciate your help and will use all donations to the benefit of the Jaguar Enthusiast Hobby

Respectfully submitted

Gary Kincel

President, Coventry Foundation LLC.



Coventry Foundation Patron Application

Name: _____

Address: _____

Telephone: _____

Email: _____

Jaguars® in your Collection: _____

What would you like to see in the Museum? _____

**Become a Patron with a minimum \$50 Donation,
or any amount over that:** _____

Payment Methods: Credit Card • PayPal • Check

Credit card type: Visa • MasterCard • AMEX • Discover

Credit Card # _____

Exp. Date & CVC: _____

Address for credit card, if different than above: _____

Coventry Foundation

7001 St. Andrews Rd. Suite 105 · Columbia, SC 29212

www.CoventryFoundation.org

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Jaguar History ~ Past and Present

Jaguar® was founded as the Swallow Sidecar Company in 1922, originally making motorcycle sidecars before developing passenger cars. The name was changed to Jaguar® after World War II to avoid the unfavourable connotations of the SS initials. Sale to The British Motor Corporation followed in 1966, the resulting enlarged company now being renamed as British Motor Holdings (BMH), which in 1968 merged with Leyland Motor Corporation and became British Leyland, itself to be nationalised in 1975. Jaguar® was de-merged from British Leyland and was listed on the London Stock Exchange in 1984, becoming a constituent of the FTSE 100 Index until it was acquired by Ford in 1990.

Jaguar® Cars is a brand of Jaguar Land Rover, a British multinational car manufacturer headquartered in Whitley, Coventry, England. They have been owned by India's Tata Motors since 2008. Jaguar® cars today are designed in Jaguar Land Rover's® engineering centres at the Whitley plant in Coventry and at their Gaydon site in Warwickshire, and are manufactured in Jaguar's Castle Bromwich assembly plant in Birmingham with some manufacturing expected to take place in the Solihull plant.

In September 2013 Jaguar Land Rover® announced plans to open a 160 million USD research and development centre in Warwick, United Kingdom to create a next generation of vehicle technologies. The carmaker said around 1,000 academics and engineers would work there and that construction would start in 2014.

www.CoventryFoundation.org



Coventry Foundation

The Foundation has been created by passionate Jaguar® people who donate their time, resources, and services with the goal of better serving the Jaguar® Heritage and preserving the marque for future generations by leaving a legacy for our children's children to be able to appreciate and continue on with the work that we started.



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7001 St. Andrews Rd. Suite 105
Columbia, SC 29212



Preserving Jaguar® History...

VISION

To be the primary source for information and material related to the heritage of Jaguar® Cars in North America. To educate the public on subjects useful to the individual and beneficial to the community and to advance education related to the heritage of Jaguar® Cars in North America. Furthermore, to create a facility (Museum) where automobiles, printed material, and artwork related to the Jaguar® marque can be displayed for the enjoyment of the public and facilitate research on the marque.

MISSION

To perpetuate the heritage of Jaguar® Cars in North America, being a major archive of printed material, specialty tools related to Jaguar® Cars, and desirable older Jaguar® Cars. Providing annual scholarships to students interested in the automotive restoration arts, and attending accredited programs for the restoration of older (Classic) cars. Be a resource for historical information related to the restoration and repair of Jaguar® Cars, and providing information, copies of out of print documents, loan specialty tools to anyone with an interest or need related to Jaguar® Cars. Serve the needs of the Jaguar® Enthusiast throughout the USA by providing a forum for the exchange of information, and ideas. We believe that the cars should be enjoyed and driven/raced, and we should share the joy of these wonderful cars and their fascinating owners. Promote the hobby and encourage people of all ages to become involved.



CORE VALUES

Respect for the cars, the heritage of the marque and for each other. Value to our Patrons. Always be responsible to the people and places we touch. Our aim is to ensure that everyone benefits from working with us. Develop the base of knowledge of all involved. To be caring neighbors. To display respect, compassion, and humanity. To care about our patrons, colleagues, and the general population with an interest in our hobby. Teamwork. Aim for the highest standards in the way we work, and the quality of the information we provide. Build mutually beneficial relationships with colleagues, patrons, and others with interest. Integrity in all we do. We should act in a fair, honest and transparent way. Everything we do must stand the test of public scrutiny.

LOOKING FORWARD

The foundation is anticipating opening a museum, where cars and related material will be housed and viewed by the public. We will need to have all Jaguar® items donated, and the museum will require enthusiastic volunteers to help work the museum. The museum will reflect the evolution of the marque from the beginning to the current day.

IN THE COMMUNITY

The Coventry Foundation will give back to the community in many ways.

- Provide annual scholarships to students interested in Jaguar Automotive Restoration.
- Be a resource for historical information related to the heritage of Jaguar® Automobiles.
- Providing a forum for the exchange of information and ideas for Jaguar® enthusiasts.
- A specialty tool loan program, with specialty tools available for loan.
- Promote the hobby and encourage people of all ages to become involved with Jaguars.

All donations are tax deductible, as the foundation is set up as a 501c3 non-profit, and we encourage all Jaguar® enthusiasts to donate what they can to get the wonderful Coventry Foundation museums filled with vintage Jaguar items. The Coventry Foundation will accept donations such as Jaguar® cars, Jaguar® parts, Jaguar® tools, Jaguar® books, Jaguar® memorabilia, and financial donations. Financial donations can be made online through the Foundations website, or by check. Become a patron of the foundation for a minimum \$50 annual fee.





JCNA AGM 2017 - Fraud Alert

- JCNA Club Treasurers - **beware** of attempted email fraud
- Modus Operandi
 - Criminal sends email to club Treasurer faking the Club President email address
 - Mail has title such as “Disbursement of Funds to Vendor” or “Urgent Payment to Vendor” and the message requests urgent payment to a vendor
 - If Treasurer responds, the email reply goes to the Criminal, not the President
 - The Criminal then responds with directions to deposit funds to a local bank account
- Be Aware
 - Treasurer should always contact President directly to verify any funds payment requests
 - Inspect the suspect email by right click on **From:** address or look at the **ReplyTo:** address and observe fake email address such as pressi.dent@mail.com
 - The supposed Vendor name is never mentioned
- Actions
 - Ignore the request
 - Report to FBI IC3 (www.ic3.gov) unit and/or local Law Enforcement and/or bank
 - Keep the original mail request saved intact
 - Report to JCNA (abuse@JCNA.org)
- Notes
 - JAG has received 2 attempts; the latest Jan 21.
 - Other Clubs have reported the same fraud attempts.
 - The criminal is obviously using public information available on the JCNA Web Site or Club Site or other public listings of Club Officers.