



JAGUAR CLUBS OF NORTH AMERICA

Board Meeting Agenda

March 9, 2012

6:30 AM *Breakfast on your own*
7:30 AM *Meeting Commencement*
Noon *Lunch*
1:00 PM *Resumption of meeting*
3:00 PM *Adjournment of Meeting*
7:40 am

1. Welcome & Opening Remarks – **President Dick Maury**
Please silence your cell phones!
If your cell phone rings, please take your calls outside of the room
 - a. Introduce Parliamentarian – **Barbara D. Horton**
 - b. State of JCNA - **Dick Maury**
2. Secretary Logistics & Report – **Steve Kennedy**
 - a. Adoption of 2012 AGM Agenda
 - b. Approval of **2011 AGM Minutes (As Published on the JCNA Web Site)**
 - c. 2011-12 Board of Director Roll Call – **Steve Kennedy**
 - i. NW – Jan Whittlesey and Barbara Grayson
 - ii. NC – Bryan Williams & Gary Kincl
 - iii. NE – Sherman Taffel & John Masters
 - iv. SW – Tom Krefetz & Bill Streitenberger
 - v. SC – Brian Blackwell & Enrique Vila
 - vi. SE – Dick Maury & George Camp
Jaguar Cars Director - Fred Hammon fhammon@jcna.com
Deanie
Parliamentarian - Barbara Horton
JCRC Chair Dick Cavicke
 - d. Delegate Roll Call – **Steve Kennedy**
 - i. Club Dues Received (thus authorizing delegates to vote)- **Deanie Kennedy**
 - ii. Number of delegates in attendance – **Steve Kennedy**
 - iii. Number of proxies represented-**Steve Kennedy**
 - iv. Total number of possible votes - **Steve Kennedy**

Clubs who have submitted their delegate/Proxy forms= 62
Clubs who have **not** submitted their delegate/Proxy forms= 1

63 clubs * 2 votes each	= 126 potential votes
62 clubs * 2 votes each	= 124 Club delegate/proxies submitted
Total delegate votes	= 61
Total proxy votes	= 63
Regional directors	= 12
JCNA Administrator	= 1
JCNA Secretary	= 1
Jaguar Cars Director	= <u>1</u>
	139 votes available at the AGM

Note: Unfinished Business and New Business items will be addressed first.

Reports will be addressed by title but the full reports will not be read at the AGM. Reports will be posted on the JCNA/AGM page as they become available. Delegates are to read the reports before coming to the AGM. As reports become available, please post any questions you have on the JCNA AGM forum page so they may be addressed before the meeting. If you have questions about any of the reports at the AGM, they will be addressed briefly but we do not plan to take up the whole meeting reading reports.

Unfinished Business

UB-1 ARTICLE III. Minimum Number Of Members Required To Start A New Club

New Business

NB-1. Bylaw Changes

NB-1a Article IV, Section 2 Annual General Meeting Notices and Deadlines

NB-1b Article IV Section 3. Special Meetings

NB-1c Article IV and Article V Gender Correctness

NB-1d Article X Amendments

NB-2. JCNA Administrator

NB-2a Dues Increase – *Gary Kincel* Business Committee Chair

NB-2b Keeping club addresses on the web site current

NB-2c Membership

NB-3. JCRC Proposals-*Dick Cavicke*

NB-3a Clarification of Chapter I, Section L. SCORE SUBMISSION AND CORRECTIONS

NB-3b Clarification of the Requirements for Special Division S2 Entry Qualification

NB-3c Clarification of Special Division Class S3 Entry Qualifying Non-Authentic Deductions

NB-3d Formalizing the reporting of JCNA members participating in Display Class for credit towards the Fred Horner Award.

NB-3e Requiring a phased increase in the number of Certified Judges on each concours Judging Team; in 2014 and onward, all JCNA Concours Judges must be certified.

NB-3f Defining of the term "Smoothing"

NB-4. JCRC 2012- ADMINISTRATIVE RULE BOOK CHANGES-*Dick Cavicke*

NB-4a. Changing the wording in Chapter III, Section C. making an annual Judge Training (not testing) session mandatory.

NB-4b. Chief Judge's Obligation to Maintain Judge Training Records

NB-4c. All JCNA Judges must be current members of JCNA

NB-4d. Suggestion to modify the Score Sheet Summary Box

NB-4e. Adding reference to source of Authentic Options

NB-4f. JCRC Response for Competition Rules Change (Information Only)

NB-5. Rally Committee Proposals-*Brian Blackwell*

NB-5a Check point crew minimum training requirements.

NB-5b Written instructions for the Checkpoint teams

- NB-6.** Slalom Committee Proposals (There are no proposals)-*Steve Weinstein*
- NB-7.** 2012 Western States - *Mark Stephenson*
- NB-8.** 2013 AGM – Jaguar Club of Mexico, Mexico City
- NB-9.** 2013 Challenge Championship - Virginia Jaguar Club
- NB-10.** 2014 AGM- Jaguar Club of New England- *Dennis Eklof*
- NB-11.** Location for 2014 Western States –Volunteers?
- NB-12.** 2015 AGM Proposal-Delaware Valley Jaguar Club-*Kurt Rappold*

Committee Reports (Please submit your reports to the JCNA Secretary by March 1st)

- CR-1. Jaguar Cars Liaison Report –Fred Hammond
- CR-2. Jaguar Cars – JCNA Liaison Report – *Gary Kincel*
- CR-3. Treasurer/Membership Report – *Deanie Kennedy*
 - a. JCNA Profit and Loss Report
 - b. JCNA Budget
 - c. Notes to the Fiscal Year 2012 Budget
 - d. Balance Sheet Report
 - e. Roster Report
 - f. Administrative Manager-Treasurer Report
- CR-4. Publications /Trophy/Regalia Reports
 - a. Publications Report – *George Camp*
 - b. Trophy Report – *George Camp*
 - c. Regalia Report – *Steve Kennedy*
- CR-5. Nominating Committee Report – *Jerry Ellison*
 - a. Regional Director Election Results – *Jerry Ellison*
 - b. Slate of JCNA Officers for 2011 – *Jerry Ellison*
 - 1. President – Dick Maury
 - 2. Vice President – John Masters
 (Nominees must be regional directors)
- CR-6. Election of Officers
- CR-7. Membership Outreach Efforts: PTS/ Membership Committee Reports
 - a. Passport to Service Report – *George Camp*
 - b. Tech Hotline Report– *George Camp*
 - c. Problems with PTS cards – *George Camp*
- CR-8. Business/Insurance Report – *Gary Kincel*
- CR-9. Legal Counsel Report – *Steve Weinstein*
- CR-10. Awards Committee Report – *Kurt Rappold*
- CR-11. Protest Committee Report – *Knick Curtis*
- CR-12. JCRC Concours Rules Committee Report – *Dick Cavicke*
- CR-13. Slalom Committee Report – *Steve Weinstein*
- CR-14. Rally Committee Report – *Brian Blackwell*
- CR-15. Publicity Committee Report – *Candy Williams*
- CR-16. JCNA Web Site Report – *Pascal Gademer/Ginger Corda*
- CR-17. Jaguar Journal Report – *Mike Cook*
- CR-18. Special Awards Committee Report – *Bob Matejek*

Support our Supporters!

Adjournment of MeetinUnfinished Business

**JCNA Official Delegate/Proxy Assignment List, 54rd Annual General Meeting
PHOENIX, ARIZONA
SATURDAY, MARCH 10, 2012**

No, Club Name	1 st DEL/Proxy	2 nd DEL/Proxy	Del Votes	Prox Votes
<u>Northwest</u> 5 clubs responding, (10v+2 Dir V=12V)				
32 Jaguar Owners Club of Oregon	Barbara Grayson (1Del)	Jan Whittlesey (1Del)	2	
41 Jaguar D. & R. Club of N.W.A.	Steve Christensen (1D)	Vickie Kollmar Ware (1V)	2	
42 Canadian XK Jaguar Register	Jennifer Orum (1P) (1P)		1	1
44 Pacific Jaguar Enthusiasts Group	Art Dickenson (1D), (1P)		1	1
61 Jaguar Car Club of Victoria	Nigel Oddy (1D),	Sherry Lemay (1D)	2	
Director Jan Whittlesey	Votes (1 Dir + 1 Del + 0P =2V)		1	
Director Barbara Grayson	Votes (1 Dir + 1 Del + 0P =2V)		1	
			<u>10V</u>	<u>2P = 12</u>
<u>North Central</u> 11 clubs responding, (22v+2 Dir V=24V)				
13 Illinois Jaguar Club	Dan Cusick (1D), (1P)		1	1
19 Jaguar Club of Michigan	Bob Matejek (1D)	Tom Bailey (1D)	2	
28 Jaguar Club of Ohio	Bryan Williams (1P)	Gary Kincel (1P)		2
29 Jaguar Association of Central Ohio	Bryan Williams (2P)			2
43 Ontario Jaguar Owners Association	Bryan Williams (2P)			2
45 Jaguar Club of Pittsburgh	Bryan Williams (1D)	Candy Williams (1D)	2	
47 Wisconsin Jaguars Ltd	John Boswell (1D)	Karen Dickersmeier (1D)	2	
49 Jaguar Drivers Club Area 51	Bryan Williams (1P)	Gary Kincel (1P)		2
51 Jaguar Association of Great Indiana	Dewey Poskon (1D) Cliff Burk (1D)	2		
59 Jaguar Club of Greater Cincinnati	Bryan Williams (1P)	Gary Kincel (1P)		2
63 Susquehanna Valley Jaguar Club	Bryan Williams (2P)			2
Directors: D. Bryan Williams	Votes (1 Dir +1 Del + 9P=11V)		1	
Directors: Gary Kincel	Votes (1 Dir +0 Del + 2P=3V)		1	
			<u>15V</u>	<u>9P = 24</u>
<u>Northeast</u> 11 clubs (22v+2 Dir V=24V)				
08 Jaguar Club of Southern N. England	Michael M. Kaleel (1P), Chuck Centore (1P)			2
18 Jaguar Assn. of New England	Michael M. Kaleel (1D), Chuck Centore (1D)		2	
22 Empire Division	Mike Cook (2P)			2
23 Jaguar Drivers Club of Long Island	Sherman D. Taffel (1P)	John Masters (1P)		2
24 Jaguar Aficionados of Gr'ter Buffalo	Sherman D. Taffel (1P)	John Masters (1P)		2
25 Jaguar Assn. of Central New York,	Sherman D. Taffel (1P)	John Masters (1P)		2
26 Jaguar Touring Club	None		0	
33 Delaware Valley Jaguar Club,	Kurt Rappold (1D), (1P)		1	1
40 Nation's Capitol Jaguar Owners Club	Bob Engh (1D)	Joyce Newton (1D)	2	
48 Ottawa Jaguar Club	Lee Harrington (1D)	John Smiley (1D)	2	
52 Jaguar Auto Group	Sherman D. Taffel (1P)	John Masters (1P)		2
Directors: Sherman D. Taffel,	Votes (1 Dir + 0 Del + 4P=5V)		1	
Directors: John Masters	Votes (1 Dir + 0 Del + 4P=5V)		1	
			<u>9V</u>	<u>13P = 22</u>

Southwest 13 clubs responding, (26V+2 Del V=28V)

01 Jaguar Club of Southern Arizona	Douglas Dechant (1D) (1P)		1	1
02 Jaguar Club of Central Arizona	Mark Stephenson (1D)	Phil Parker (1D)	2	
03 San Diego Jaguar Club	Dick Cavicke (1D)	Tom Krefetz (1D)	2	
04 Jaguar Owners Club, L.A.	Patti Fox (1D)	Charlie Hallums (1D)	1	1
05 Jaguar Associates Group-San Francisco	Bill Baum (1D)	Dudley Smolen (1D)	2	
06 Sacramento Jaguar Club	Bruce Dunow (1D)	Raul Rodriguez (1D)	2	
07 Rocky Mountain Jaguar Club	Rob van Westenberg (1D)	Deanie Kennedy (1D)	2	
36 Jaguar Club of Greater Las Vegas	Tom Krefetz (1P)	Bill Streitenberger (1P)		2
39 Wasatch Mountain Jaguar Register	Gary Lindstrom (1D), (1P)		1	1
46 Reno Jaguar Club	Tom Krefetz (1P)	Bill Streitenberger (1P)		2
60 Inland Empire	Deanie Kennedy (2P)			2
64 Southern Colorado Jaguar Club	Rob van Westenberg (1D), (1P)		1	1
65 Jaguar Club of Northern Arizona	David Dirlam (1D)	Jerry McLothin (1D)2		
Director: Tom Krefetz	Votes (1 Dir +1 Del +2P=4V)		1	
Director: Bill Streitenberger	Votes (1 Dir +0 Del +2P=3V)		1	
Deanie Kennedy	Votes (1 Dir +1 Del +2P=4V)			
			18V	10P =28

JCNA OFFICIAL DELEGATE LIST 54rd ANNUAL GENERAL MEETING – Con't

REGION JCNA AFFILIATED GROUP	DELEGATES	# PERSONS	# VOTES
Region Total)			
<i>South Central 12 clubs responding, (24V+2 Del V=26V)</i>			
14 Jaguar Club A.C. - Mexico City	Jeff Carlson (1D)	Alejandro Isoard (1D)	2
15 Great Plains Jaguar Owners Assn. 2	Brian Blackwell (2P)		
16 Heart of America Jaguar Club	Dyle Wilson (1D, 1P)	1	1
17 Gulf Coast Jaguar Club 2	Ken McVade (2P)		
20 Jaguar Assn. of Greater St. Louis	Ken McVade (1D) (1P)		2
30 Jaguar Club of Tulsa 2	Brian Blackwell (2P)		
31 Jaguar Club of Central Oklahoma 2	Brian Blackwell (2P)		
35 Jaguar Owners Assn. of the S. West 2	Gary Vaughan (2P)		
37 Jaguar Club of Austin 1	Dean Davis (1D), (1P)		1
38 Jaguar Club of Houston 1	Gary Vaughan (2P)		1
50 San Antonio Jaguar Club 1	Brian Blackwell (1D, 1P)		1
58 Jaguar Drivers Club of North Texas Director: Brian Blackwell	Gary Vaughan (1D, 1P) Votes (1 Dir +1 Del+7P=9V)	1	<u>1</u> 1
Director: Enrique Vila	Votes (1 Dir +0 Del+0P=1V)		<u>1</u> 11V
15P = 26			
<i>Southeast 11 clubs responding, (22V+2Del=24V)</i>			
09 Jaguar Club of Florida 2	Dick Maury (2P)		
10 South Florida Jaguar Club 2	George Camp (2P)		
11 Sun Coast Jaguar Club of Florida 2	George Camp (2P)		
12 Virginia Jaguar Club 1	Ron Mitchell (1D), (1P)		1
21 Carolina Jaguar Club	Jerry Ellison (1D)	Ron Kuligowwski (1D)	2
34 South Carolina Jaguar Society 1	George Camp (1D), (1P)		1
54 Jaguar Club of North Florida 2	Dick Maury (2P)		
55 Music City Jag Club 2	Dick Maury (2P)		
56 Smokey Mtn. Jaguar Club 1	Andy Dowd (1D), (1P)		1
57 North Georgia Jaguar Club 2	Dick Maury (2P)		
62 North Alabama Jaguar Directors Dick Maury	Richard Maury (1P) Votes (1 Dir +0 Del+8P=9V)		2 1
Director: George Camp	Votes (1 Dir +1 Del+5P=7V)		<u>1</u> 9V
15P = 24			
Total Possible Votes:			
Northwest			12
North Central			24
Northeast			22
Southwest			28
South Central			26
Southeast			24

The above includes the 12 Regional Director's Votes

Jaguar Cars Director		0	
JCNA Administrator	Deanie Kennedy	1	
JCNA Legal Counsel	Steve Weinstein	0	
JCNA Secretary	Steve Kennedy	1	
Parliamentarian	Barbara D. Horton		<u>0</u>
Total People in attendance		138	64

How to handle basic motions

I. Someone makes a motion:

A delegate or Board member says: "I move to [adopt the agenda]."

YOU SAY: "Joe Smith has moved to adopt the agenda. Do I hear a second?"

Someone says "I second the motion."

YOU SAY: "We have a second. We have a motion to adopt the agenda. Is there any discussion on the motion?"

[Discussion takes place. No one should be allowed to speak a second time until everyone has a chance to speak first.]

When discussion ends, YOU SAY: "Is there any more discussion on the motion?"

If None, YOU SAY: "All those in favor of the motion to adopt the agenda, say 'AYE'"

Wait for the response. Then you say "All opposed." And wait for the response. If either the Ayes or Nos is clearly the winners, say so. YOU SAY "The Ayes have it, the motion is adopted." Or you say "The Nos have it, the motion is defeated."

If someone moves to poll the delegates or if it is too close to call, have people raise their hands Yes or No, and see if it is clear then. If still not, then you will have to have the votes manually counted.

II. If someone wants to amend a motion:

After a motion has been made and seconded, anyone can move to amend the pending motion.

So, someone may say "I move to amend the motion to adopt the agenda to add an item regarding [whatever they want to add]."

YOU SAY "We have a motion to amend the motion to adopt the agenda to add an item regarding [whatever]. Do we have a second?"

Someone says "I second the motion to amend."

YOU SAY "We have a second. Any discussion on the motion to amend?"

Discussion then takes place ONLY on the motion to amend, NOT on the main motion.

DO NOT let people talk about anything else, only the motion to amend. Once discussion is completed,

2

YOU SAY "Is there any more discussion on the motion to amend?"

If no, YOU SAY "All those in favor of the motion to amend the motion to adopt the agenda to include [whatever], say AYE." Then YOU SAY "All opposed, say NO."

Based on the voice vote, YOU SAY "The Ayes have it, the motion to amend carries;" or YOU SAY "the Nos have it, the motion to amend is defeated."

IF the Motion to Amend is successful, YOU SAY "Now, is there any discussion on the motion to adopt the agenda, as amended?"

If the Motion to Amend is defeated, YOU SAY "Now, is there any discussion on the

motion to adopt the agenda.”

In either case, you go back to the first section and proceed as if it was a basic motion.

III. If someone says “Call the question.”

This is the most miss-used motion at our meetings. Saying “Call the question” is really a separate motion to end debate, not a request to immediately vote on the motion being discussed. Here is what happens:

Someone yells out “Call the question.”

YOU SAY “We have a motion to call the question. Is there a second.”

If someone seconds, YOU SAY “We have a second. A vote in favor of calling the question will end discussion on this motion. All those in favor of calling the question say AYE.” Then “All those opposed say NO.”

Based on the voice vote, if the Ayes win, YOU SAY “The Ayes have it, the motion to call the question carries. We will now proceed with a vote on the pending motion.” You then take a vote, Yes or No, on the pending motion as above.

If the Nos win, then YOU SAY “The Nos have it, the motion to call the question is defeated. Is there any further discussion on the pending motion?” And you keep discussion the pending motion until either discussion ends or someone again calls the question.

I STRONGLY SUGGEST THAT YOU WARN THE DELEGATES BEFORE THE MEETING WHAT IT MEANS TO “CALL THE QUESTION.” OTHERWISE, WHENEVER DEBATE BECOMES EXTENDED, PEOPLE WILL BE YELLING “CALL THE QUESTION” WHICH WILL JUST CREATE MORE PROCEDURAL CONFUSION.

UB-1 ARTICLE III. Minimum Number Of Members Required To Start A New Club

Current requirements for new club admission to JCNA:

Article III. JCNA Membership Groups, Section 2. Requirements.

Any group of 20 or more, subject to Article II, may make application for club affiliation in JCNA. The group must submit, together with its affiliation application, a copy of its constitution or Bylaws. Granting of club membership will be contingent upon receipt by JCNA of the designated pro rata JCNA dues for the current year. The group must publish, at regular intervals, a newsletter or other publication which is distributed to members of the group.

2011 AGM Proposal (tabled)

Section 2. Requirements:

Any group of 20 or more, unless otherwise approved by the JCNA Board of Directors, subject to Article II, may make application for club affiliation in JCNA. The group must submit, together with its affiliation application, a copy of its constitution or Bylaws. Granting of club membership will be contingent upon receipt by JCNA of the designated pro rata JCNA dues for the current year. The group must publish, at regular intervals, a newsletter or other publication which is distributed to members of the group.

Reason: Some clubs are having a difficult time initially finding 20 memberships (a membership is defined as a single person or husband and wife). When an effort to start a fledging club is presented to the board, the board needs the ability to approve it with less than 20 memberships if they think the potential club is viable.

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

Proposal by Mark Stephenson

Section 2. Requirements:

Affiliate Club. Any group of 20 or more, subject to Article II, may make application apply for full club affiliation in JCNA. The group must submit, together with its affiliation application, a copy of its constitution or Bylaws and a list of ten individuals each committing to learn and be able to perform the duties of President, Treasurer, Secretary, Membership Director, Activities Coordinator, Newsletter Editor or Webmaster, Slalom Organizer, Rally Master, Concours Chair and Chief Judge. Granting of club membership will be contingent upon receipt by JCNA of the designated pro rata JCNA dues for the current year. The group must publish, at regular intervals, a newsletter or other publication which is distributed to members of the group.

Provisional Club. Any group that meets all the requirements of an Affiliate Club, except for membership, may apply for Provisional Club affiliation in JCNA in the same manner as an Affiliate Club. When the Provisional Club meets all the requirements of an Affiliate Club, that status will be granted automatically. If the Provisional Club does not reach Affiliate Club status within one year from the grant of provisional status, its provisional status is revoked.

Section 7. Representation: The right to address and vote at the AGM or any special meeting shall be limited to two (2) delegates from each JCNA group Affiliate Club in

good standing. These delegates represent the interests of the general membership of each JCNA group Affiliate Club. Each JCNA group Affiliate Club may cast two (2) votes via delegate or proxy. Each JCNA officer and each JCNA director shall have the rights and privileges of a delegate, and shall be entitled to one (1) vote.

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

Proposal by Steve Kennedy

Section 2. Requirements:

Affiliate Club. Any group of 20 or more, subject to Article II, may make application apply for full club affiliation in JCNA. The group must submit, together with its affiliation application, a copy of its constitution or Bylaws and a list of six (6) individuals each committing to learn and be able to perform the duties of **President, Vice President, Secretary Treasurer, Membership Chair (Often the treasurer and membership chair are the same person), Activities Coordinator, and Newsletter Editor or Webmaster, Slalom Organizer, Rally Master, Concours Chair and Chief Judge.** Granting of club membership will be contingent upon receipt by JCNA of the designated pro rata JCNA dues for the current year. The group must publish, at regular intervals, a newsletter or other publication which is distributed to members of the group.

Provisional Club. Any group that meets all the requirements of an Affiliate Club, except for membership, may apply for Provisional Club affiliation in JCNA in the same manner as an Affiliate Club. The Provisional Club must meet all the requirements of an Affiliate Club within two (2) years to be granted Affiliate Club status. If the Provisional Club does not reach Affiliate Club status within one year from the grant of provisional status, its provisional status is revoked.

Section 7. Representation: The right to address and vote at the AGM or any special meeting shall be limited to two (2) delegates from each JCNA group Affiliate Club in good standing. These delegates represent the interests of the general membership of each JCNA group Affiliate Club. Each JCNA group Affiliate Club may cast two (2) votes via delegate or proxy. Each JCNA officer and each JCNA director shall have the rights and privileges of a delegate, and shall be entitled to one (1) vote. Provisional Clubs are invited to attend all JCNA events but will not have voting status at the AGM.

Sherm says the issue of less than 20 members is not a new issue.

Jan-As there are two proposals, it is a choice of either-or selection

Gary, with the struggle we are having getting membership, why put more restrictions on starting a new club

George representation come clubs seem to think when they create a club, they have the area staked out for that part of the state.

Amend to 1 vote as provisional til they get 2

Jack Stamp

III. POLICY

JCNA affiliate clubs may withdraw from JCNA membership after the JCNA President is notified one month prior to withdrawal. Also, the entire JCNA affiliate club's membership needs to be polled in writing of the withdrawal and a majority of the membership must approve of the withdrawal.

Written proof of the vote must accompany the notice given to the JCNA President. No other procedures

will be accepted for withdrawal.

NB2

JCNA Administrator

NB 2a Article II Membership/Dues Increase – Business Committee Gary Kincel

Current

JCNA Dues are currently \$22 per membership.

Proposed

Note: the following was posted on the JCNA web site, January Perspective by President Dick Maury

The JCNA board of directors proposes a necessary dues increase of \$8.00 per year, not to be effective until the 2013 year. The proposed increase is just an additional \$.75 per month per household. If adopted, this increase in dues income should allow the JCNA to be on a better financial footing after a few years. For their dues, members will still be getting a real bargain in terms of benefits received and we should be able to offer more benefits without having to find new ways of funding. There was a \$2.00 dues increase a few years ago but it seemed to be a band-aid, only delaying the inevitable of a proper dues increase.

The yearly benefit of membership can be approximated by dividing expenses by the membership number. At this time, it comes to \$54.50 per member. The JCNA receives \$22.00 per member per year. The rest of your yearly dues goes to your local club. As can be seen, JCNA members and clubs are getting a great deal of benefit from what is being paid into the JCNA.

Please think about this and how the future of the club will be affected. Let your delegates to the AGM know what you think too, as this will be discussed and voted on at the AGM. There is no reason that the club cannot grow and still be efficient in its operations.

Standard business guidelines for Not-For-Profit organizations is to keep one year's worth of operating expenses in reserve. For 2010 the net loss was \$45,000.

NB1a ARTICLE IV Section 2 AGM Deadlines

ARTICLE IV. MEETINGS

Section 1. Annual General Meeting: The location of the annual general meeting will be a regular AGM agenda item. This location should be, but does not have to be, determined by the delegates present at the AGM a minimum of two (2) years in advance by the availability of a qualified host JCNA group.

Section 2. Annual General Meeting Notices and Deadlines: The JCNA Secretary shall post the dates and places of future AGMs on the JCNA web site and in their official JCNA publication to be mailed, postpaid, to each JCNA member at their address of record **or made available to each member using current day technology as determined by the executive committee**, no later than sixty (60) days following such determination.

All proposals to be presented at an AGM must be submitted to the JCNA Secretary at least **sixty (60) thirty (30)** days prior to that AGM. It is the duty of the JCNA Secretary to remind the members regularly of the submission deadline.

NB1b ARTICLE IV Section 3 Special Meetings

ARTICLE IV. MEETINGS

Section 3. Special Meetings: Special meetings of the members, for any purpose or purposes, may be called by the president or other officer performing the president's duties upon the written request of a majority of the board of directors, at the request in writing of a majority of the members, or at the request in writing of a majority of the JCNA groups as determined by vote of their general memberships. Documentation of the vote shall be submitted together with the request.

Such request shall briefly state the purpose or purposes of the proposed meeting. The business transacted at all special meetings shall be confined to the objects stated in the call. Written notice of special meetings, stating the time, place and object thereof, shall be given by the secretary or other officer performing ~~his or her~~ **the secretary's** duties, and shall be printed in the official publication, **or** mailed, postage prepaid, **or delivered by current day technology as determined by the executive committee**, to each of the members at least thirty (30) and not more than forty (40) days before such meeting, at such address as appears on the books of JCNA.

Proposal #1: Change "his or her" to "the secretary's".

Reason: The terms "his or her" could be interpreted to mean that some other officer performing the duties of that officer and not the duties of the secretary.

Proposal #2: Change the way the notice for a special meeting is disseminated to include current day technology.

... and shall be printed in the official publication, **or** mailed, postage prepaid, **or made available to each member using current day technology as determined by the executive committee, to each of the members** at least thirty (30) and not more than forty (40) days before such meeting, at such address as appears on the books of JCNA.

Reason: Just keeping up with technology.

Submitted by Steve Kennedy, JCNA Secretary

NB1c Articles IV and V Gender Correctness

ARTICLE IV. MEETINGS

Current:

Section 4. Board of Directors Meetings: Except as otherwise provided, meetings of the board of directors will be called by the president or board when necessary or suitable to the activities of JCNA. All meetings shall be held at such place *or in such manner as provided herein* as the board of directors by resolution shall determine. The board will meet no less than once per year. Special board meetings may be called by the president and shall be called by the president or other officer performing **his** duties upon the written request of six (6) directors. Notice of special board meetings shall be given by the secretary or other officer performing **his** duties, orally, by telegram, by electronic means, or by mail, not less than five (5) days before the meeting.

Proposed: Change “his” to “their”

Reason: Gender correctness

ARTICLE V. OFFICERS: ELECTION AND APPOINTMENTS

Current:

Section 2. Election of Officers: Annually, by January 15th, or upon notification of being newly elected, each member of the board of Directors desiring to be considered for a JCNA officer position shall notify the Nominating Chair of **his a** willingness to serve. Only elected Regional Directors are eligible to be nominated for president and vice-president.

Proposed: Change “his” to “**their**” to “a”

Reason: Gender correctness

NB1d ARTICLE X Section 1 Amendments

ARTICLE X. AMENDMENTS

Section 1. Amendments: These 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 ~~sixty (60)~~ **thirty (30)** **45** days prior to the AGM.”

Proposal: Change the time allowed to submit bylaw changes from 60 days to 30 days.

Reason: Depending on the date of the AGM, the 60 day limit can put the submittal date very soon after the holidays and many people have not had time to think about the new year, much less any bylaw changes. Also, with current day technology, posting the proposed changes on the JCNA web site or other current day technology and announcing the proposed changes to the membership can be done much quicker.

Submitted by Steve Kennedy, JCNA Secretary

NB2

JCNA Administrator

NB 2a Article II Membership/Dues Increase – Business Committee Gary Kincel

Current

JCNA Dues are currently \$22 per membership.

Proposed

Note: the following was posted on the JCNA web site, January Perspective by President Dick Maury

The JCNA board of directors proposes a necessary dues increase of \$8.00 per year, not to be effective until the 2013 year. The proposed increase is just an additional \$.75 per month per household. If adopted, this increase in dues income should allow the JCNA to be on a better financial footing after a few years. For their dues, members will still be getting a real bargain in terms of benefits received and we should be able to offer more benefits without having to find new ways of funding. There was a \$2.00 dues increase a few years ago but it seemed to be a band-aid, only delaying the inevitable of a proper dues increase.

The yearly benefit of membership can be approximated by dividing expenses by the membership number. At this time, it comes to \$54.50 per member. The JCNA receives \$22.00 per member per year. The rest of your yearly dues goes to your local club. As can be seen, JCNA members and clubs are getting a great deal of benefit from what is being paid into the JCNA.

Please think about this and how the future of the club will be affected. Let your delegates to the AGM know what you think too, as this will be discussed and voted on at the AGM. There is no reason that the club cannot grow and still be efficient in its operations.

Standard business guidelines for Not-For-Profit organizations is to keep one year's worth of operating expenses in reserve. For 2010 the net loss was \$45,000.

Straw poll

Gary how to deal with cost sharing for AGM and CC events
Dues-we currently have about \$166,000 in CDs and other investments.

For cars in the same demographic, they are all charging more

Reminder that the majority of board are volunteers

George-each reg dir should be communicating with their clubs about matters like dues increases

Insurance has gone up 3 dollars, 3 years ago.

JCNA covers individual clubs officers

Backup plan

Tangible things for members

Call deanie or george or steve

Insurance for club officers

54 dollars a year for \$22 worth of benefits

that's without counting the things that cost nothing

What are individual clubs providing for their members

NB2b

Keeping Club Addresses Current On The JCNA Web Site

Clubs need to keep all their contact information current on their JCNA club page. Some clubs do have their own web site and thus do not think they need to have any information on the JCNA page. The problem with that is, when a new member Clicks on the Join Now option, an email is sent to the address of record on that club's contact page.

The contact page is also used when sending out a blast to all clubs. The Blast automatically sends it to the addresses listed on the contact page and has no way of going to individual club web sites to pick up any information.

Many addresses on the JCNA club pages are also out of date. Each club must go to their page and update their information after the annual elections and as members get new email addresses.

And Most Important, when a club asks for sponsorship from Jaguar Cars, they will go to each club's JCNA web page to make sure there is a way for potential new members and New Jaguar car buyers, to contact the club. They want the most bang for their buck.

NB2c Membership

We want to strongly encourage clubs to sign up for the PayPal option on your club page. JCNA has had one club who has had 20 new members sign up just since the first of the year. When it is easy to sign up, you get more members.

The PayPal process works very smoothly. Your club does not need to have it's own Paypal account. JCNA as the account and JCNA will send your club a check at the end of the month that your new member signs up. New members are automatically added to the JCNA roster so there will not be any delays in their receiving the next Jaguar Journal when it is published.

Clubs are encouraged to continue to send in new or renewing members as soon as they receive them. Please do not hold on to them and save them up or anything. Just send them in right away.

NB-3. JCRC Proposals-*Dick Cavicke*

NB3a. Clarification of Chapter I, Section L. SCORE SUBMISSION AND CORRECTIONS

Background

The current wording of Chapter I, Section L., Score Submission and Corrections, was written prior to the designation of a JCNA Concours Archivist and formal oversight of each clubs' compliance with the JCNA requirements when conducting and reporting a sanctioned concours. (Submitted by Archivist Pat Harmon.)

Problem

The Rule Book needs to be updated to reflect the current concours results review and approval process.

Proposed Action

Replace the existing Chapter I, Section L. paragraph with the following:

“The Chief Judge is responsible for correctly posting the scores on the JCNA web site. Two reports are required: The Concours Scores Report and Judge Report. Scores are posted by going to the “Concours” page of www.jcna.com and clicking on the “Online Scoring System” login. Enter the club number, password and follow the instructions. Further assistance may be found under the “help” section. The Judge Report may be completed by clicking on “edit Judge Report.” As with the Concours Scores Report, follow the instructions. When all entries are complete, print copies of the Concours and Judge reports for your records and notify the JCNA Concours Archivist that the reports are ready for review and approval (contact information is shown at the bottom of the page). In approving the event, the Archivist will verify entries are correctly classed and scored and all vehicle information correctly listed. Through the Judge Report he will also verify the correct number of certified judges in each class. To be considered certified each judge must be listed with a certification date within 3 years of the Concours date. If any errors are detected the Archivist will notify the club Chief Judge and Concours Chair. Once the report is complete the system will show it as “provisional.” When the Archivist approves the report it will be marked “official” and be eligible for regional and national standings. While in “provisional” status, the report can be changed should errors be detected. Changes cannot be made to “official” reports without the Archivist’ permission. All Concours reports must be completed and approved by November 30th of each year. The only score or standing changes allowed after December 1st are those resulting from the official JCNA protest process.”

The **Note** associated with Section L remains unchanged.

NB3b. Clarification of the Requirements for Special Division S2 Entry Qualification

Background:

Chapter II Section 4.B. Special Division Classes, current wording:

Note 2: Class S2

To be eligible for Class S2, each Entrant must present the Chief Judge at least one of the following:

- a. Documented race history for the Entry, or
- b. Proof that the Entry meets and has passed the existing track and safety requirements of a **currently recognized** road-race sanctioning body, such as FIA, SCCA, etc.

Problem

The “race”, “road-race” and “competition” activity, referred to, in defining Special Division Classes S1 and S2 Entries, was intended to describe vehicles fully prepared for road or track wheel-to-wheel race competition, NOT those prepared for solo or individual vehicle timed events. Some organizations, that sanction road-races, also conduct driver training that requires a lesser degree of vehicle preparation than required for S2 class Entries.

Proposed Action

Change: Chapter II Section 4.B. Special Division Classes to read:

Note 2: Class S2

To be eligible for Class S2, each Entrant must present the Chief Judge at least one of the following:

- a. Documented race history *or a Racing Logbook* for the Entry, (*Solo race history does not qualify.*) or
- b. Proof that the Entry meets and has passed the existing *road or track wheel-to-wheel race competition safety requirements* of a **currently recognized** road-race sanctioning body. ~~such as FIA, SCCA, etc.~~

NB3e. Requiring a phased increase in the number of Certified Judges on each concours Judging Team; in 2014 and onward, all JCNA Concours Judges must be certified.

Clubs that do not have enough certified judges will not receive their sanction

Background

Over the past several years, measures have been taken to improve the quality and standardization of JCNA Concours judging; rules have been clarified, Judging Guides published and Judge training emphasized. Many clubs have conscientiously trained and certified many of their members, thereby allowing their concours' to be judged by a high percentage of, if not all, certified Judges. This ideal level of trained Judges will doubtlessly deliver a more accurately judged event than one conducted by a club employing only the minimum number of trained or certified Judges.

Problem

JCNA Concours judging can not reach the level of standardization required to make the annual competition more meaningful unless the persons doing the judging:

- are very familiar with the rules,
- have undergone the prescribed training and testing
- have demonstrated proper scoring and application of the rules during the judging process and
- have reasonable, or better, familiarity with the vehicles in the class they are assigned to judge

The current rules require only one Certified Judge per judging team. As the concours program has evolved, allowing each judging team to have only a single certified Judge is now considered inadequate to achieve the quality of judging desired.

Proposed Action

As a further step to improve the standardization and quality of JCNA concours Judging, beginning in 2013, Driven Division will still require only one Certified Judge per Judging Team, but Champion and Special Divisions will require two Certified Judges per Judging Team.

Beginning in 2014 and onward, all JCNA Concours Judges, in all concours divisions, must have current certification.

Appropriate sections of the Rule Book will be changed reflect this requirement.

NB3f. Defining of the term “Smoothing”

Background

Current wording: as used in Chapter VI, B4 “Over-restoration”

“Over-restoration

Smoothing and bright polishing of originally unplated, uncoated, or unpainted metal components (such as early aluminum cam covers and manifolds) is allowed but will be given no extra credit. **A component, whose original paint, plating or coating of zinc, nickel, cadmium, yellow chromate, etc., has been removed through polishing, or other processes, shall be assigned a non-authentic deduction.”**

Problem

The term “smoothing” has caused confusion among some Entrants and Judges. While the term was intended to apply primarily to the removal of blemishes, some Entrants have used it as license to smooth and highly polish every coarse finish found in their vehicles.

Items (mostly cast aluminum or alloy) that originally had smooth, unpainted, polished surfaces may be buffed to a high luster without penalty (and without extra credit).

Aluminum/alloy items that were cast in molds that produced a characteristic coarse or grainy-textured finish (such as sand-cast carbs and the E-type clutch and brake pedal suspension housings) SHOULD NOT have their original overall rough texture removed.

Cast items (such as cam covers and carburetor air inlet ducts/horns), that are mostly smooth and polished but have some blemishes from mold-seams or rough areas caused by mold or casting imperfections, may have those defects "smoothed" and polished, to match the original surface finish of the main portion of the item, without penalty.

Proposed Action

Change the current **Chapter VI, B4 “Over-restoration”** wording to read:

“Over-restoration”

Smoothing and bright polishing of originally unplated, uncoated, or unpainted metal components (such as early aluminum cam covers and manifolds) is allowed but will be given no extra credit. **A component, whose original paint, plating or coating of zinc, nickel, cadmium, yellow chromate, etc. or whose original sand-cast-like coarse finish, has been removed through polishing, or other processes, shall be assigned a non-authentic deduction.**

Add the following definition of “smoothing” to the Rule Book Glossary **“Smoothing”**- As used in this Rule Book, Smoothing of a finish refers to the removal of casting or manufacturing blemishes (found primarily on aluminum or aluminum alloy items) that the factory did not take the time to correct.

- a. Items (such as cam covers and carburetor air inlet ducts/horns) whose surfaces were mostly smooth and polished, from the factory, but which had minor blemishes, from mold seams or rough areas caused by mold or casting imperfections, may have those defects "smoothed" and polished, to match the **original surface finish of the main portion** of the item, without penalty.
- b. Items that were cast in molds that produced a coarse or grainy-textured finish (such as sand-cast carburetor domes and the E-type clutch and brake pedal suspension housings) SHOULD NOT have their original overall rough texture removed.

NB-4. JCRC 2012- ADMINISTRATIVE RULE BOOK CHANGES-*Dick Cavicke*

NB4a. Changing the wording in Chapter III, Section C. making an annual Judge Training (not testing) session mandatory.

Background

Chapter III, Section C.3.b. Currently reads: “Conducting Judge’s Training Sessions. A Judges’ training session should be scheduled annually at least two weeks prior to the Concours. The session should include Judges’ protocol, practice judging, authenticity, and a Rule Book review. The JCNA Judge’s Test may be given to those seeking initial certification or certification renewal.”

Problem

Once Certified, a Judge is not required to undergo re-certification for a period of 3 years. However, an annual refresher training or briefing is required for Judges to be made aware of recent rule and procedures changes. Such briefings are mandatory. The applicable Chapter III instruction needs to convey that requirement.

Proposed Action

Change chapter III, Section C.3.b. to read: “Conducting Judge Training Sessions”. A Judges’ training *and refresher* session *must* be scheduled *and conducted* annually at least two weeks prior to the concours. The session should include Judges’ protocol, practice judging, authenticity, *rule changes, lessons learned* and a Rule Book review. The JCNA Judge’s Test may be given to those seeking initial certification or certification renewal.”

NB4b. Changing of the Term used to describe the Chief Judge's Obligation to Maintain Judge Training Records.

Background

Chapter III, Page III-3 Section C.6. **Judges' Roster and Judges' Report Forms**
Current wording: "The Chief Judge should maintain a record of judges' credentials and who judged what in order to complete the Judges' Roster and Judges' Report Forms...."

Problem

Use of the expression "The Chief Judge **should** maintain..." can give the impression that maintenance of such records may not always be required. For clubs conducting JCNA sanctioned concours, maintenance of current information in their on-line Judges' Roster and Judges' Report **is mandatory**. The JCNA Concours Archivist uses the Judge Roster to confirm a club's active Judge training and certification program prior to granting a JCNA sanction; the post-event Judges' Report is used to validate the use of the prescribed numbers of properly qualified Judges, prior to officially approving the results.

Proposed Action

Change the wording of: Chapter III, Page III-3 Section C.6. **Judges' Roster and Judges' Report Forms**

To read: "The Chief Judge **must** maintain a record of judges' credentials and who judged what in order to complete the **required** Judges' Roster and Judges' Report Forms...."

NB4c. Re-emphasis that all JCNA Judges must be current members of JCNA.

Background

Some clubs have assigned persons as Judges that are not members of JCNA. As a minimum qualification, all persons assigned to judge at a JCNA concours need to have been exposed to JCNA concours rules and judging procedures. Ideally, they will have participated as an Entrant and recently undergone some level of Judge training.

Problem

The requirement that all JCNA Judges be current members of JCNA is implied in several locations in the Rule Book but not clearly stated.

Proposed Action

Chapter III Page III-4, **D. JUDGE CERTIFICATION AND CERTIFICATION RENEWAL**. Add the statement as shown in italics below:

“1. Responsibility

Under the direction of their own Chief Judge or a Chief Judge from another club, individual clubs, will be responsible for certifying Concours Judges from among their members. All Divisions require at least one JCNA Certified Judge per judging team.” *All persons assigned as Judges at JCNA Concours must be current members of a JCNA club or Members at Large (MAL’s).*

NB4d. Suggestion to modify the Score Sheet Summary Box on the first page of the scoresheets to simplify component deduction tabulation and score calculation.

Background

Currently there is nowhere on the score sheet to write down the score total from each of the other pages.

Problem

Most scorers use adding machines and do not need a place on the front of the score sheet to tally the scores up, but for those who do, this box would give them a place to write the scores from each score sheet. This box would be for optional use and not mandatory.

Proposed Action

Add the following box in the lower left portion of the OV sheet.

O.V. TEAM LEADER'S NAME Entrant or family member is present <input type="checkbox"/>	O.V. TEAM LEADER'S JCNA NUMBER
X: PRIMARY JUDGING TEAM LEADER'S NAME Entrant or family member is present <input type="checkbox"/>	P.J. TEAM LEADER'S JCNA NUMBER

If an OV Team performs the OV checks, its leader lists his or her name on the OV line. If the Primary Team does the OV, or assists the OV Team, its leader lists his or her name on the Primary Team line only.

SCORE SUMMARY	
MAXIMUM POINTS	1000.00
MINUS TOTAL DEDUCTIONS OF	.
FOR TOTAL GROSS SCORE OF	.
Divided by 10 for Champion Division	.
Divided by 100 for Driven & Special Divisions	.
NET SCORE	.

OV Total Deductions	.
Total Exterior Deductions	.
Total Interior/Boot Deductions	.
Total Engine Compartment Deductions	.
Total Deductions	.

NB4e. Adding reference to source of Authentic Options

Background

Chapter IV Section C. 5, Authentic Options defines Authentic options and concludes with, “**factory items offered as standard must be correct for the year and model presented** (see Appendix C).

Proposed Action

Change to (*see Appendices C and E*).

Chapter III, page 14

C. PRESENTING THE JAGUAR FOR JUDGING - ALL DIVISIONS

5. Authentic

Authentic options are those items listed in Jaguar Parts Books or official Jaguar sales literature. Only written proof from those sources, from Jaguar Cars or from JCNA approved Judging Guides is acceptable. **Factory items offered as standard must be correct for the year and model presented** (see Appendices C and E).

Chapter IV, page 3

C. PRESENTING THE JAGUAR FOR JUDGING - ALL DIVISIONS

5. Authentic Options

Authentic options are those items listed in Jaguar Parts Books or official Jaguar sales literature. Only written proof from those sources, from Jaguar Cars or from JCNA approved Judging Guides is acceptable. **Factory items offered as standard must be correct for the year and model presented** (see Appendices C and E).

NB 4f. JCRC Response to the January 6 and 8, 2012 Request for Competition Rules Change submitted both by William Beatty, JOCO and Robert Bridgeford, JOCO respectively.

Maintaining authenticity-SNG is working on remanufacturing the exact part

The substance of both requests may be summed up by their suggested rewording of the Series 2 E-type Judging Guide:

William Beatty:

“Metal fuel “T” #C36893 should be installed in place of any existing plastic “T”.

Robert Bridgeford:

“Add the following phrase to the existing book, preserving the original authentic listing, but allowing the choice of a safer alternative:

As an alternate to the plastic fuel T, the metal T (access through C35649 SNG Barrett) with two compression fittings may be installed in the same configuration.”

JCRC Rationale for denying this request:

1. It's against the rules.
2. Owners of older cars may choose to update/replace some, if not all, of the original fittings and components for which there are now better quality parts that (can be made to fit and) offer greater safety and improved service. However, if the replacement parts are judged, and are not identical to the original, they should be scored as non-authentic. (Driven Division accommodates many such changes by eliminating engine judging.)
3. Despite the service or maintainability shortcomings of the original parts, the dedicated owner/enthusiast will find ways to operate the car safely, to present it in its original configuration, and in so doing, meet the standards set by JCNA.
4. Entrants who manage to meet that standard must be given greater credit than those who don't. JCNA does not use a “bonus” point system. Therefore, all vehicles judged to have non-authentic components must receive the deductions specified.
5. Certain unique judged items, necessary for vehicle operation, may become unserviceable and authentic (new) replacement parts are not currently available from any source. If serviceable original used parts cannot be located and the Entrant must resort to substituting a non-authentic part, he or she (and other Entrants with identical Jaguars) must resign themselves to the fact that their maximum possible “perfect” concours score may be less than 100 points.
6. The JCNA Judge's or Judging Guides provide Entrants and restorers with the most accurate information available regarding a models' correct “as delivered” configuration, plus information on Jaguar authorized accessories where applicable. **The Judging Guides are not maintenance documents and will not suggest the use of substitute or non-authentic replacement parts.**

NB-5 Rally Committee Proposal

NB-5a Check point crew minimum training requirements.

Many rally problems can be traced to inadequately trained checkpoint workers. At a minimum, crews should be trained:

1. To properly operate their timepieces and record rally car's arrival (Hr/Min/sec).
2. To communicate the departure time for a team from a checkpoint when timing for the next leg will begin.
3. To provide the official time for the leg.
4. How to document any problem(s) reported by a team.
5. How to stagger departures to prevent "bunching up".

MODIFY 3rd Bullet under following 8.6.1. The rallymaster must ensure that at least one member of each checkpoint team has a timepiece synchronized with the official Time and knows how to operate it.

The timepiece must be capable of recording rally car's arrival and Departure in Hr/Min/sec.

REPLACE 8.6.4 to allow for the assignment of Out Times, if used, and that Official times agree with the IN times times given to the rally team.

If score cards are not being used, mark the In Time on a slip of paper to hand to the team member after the car stops. (Cars should not stop where they will interfere with entry of following rally cars).

An Out Time may be assigned to restore an adequate interval (1 min, etc) to prevent bunching up rally cars at departure from the checkpoint.

Official Times for the leg should be provided (Hr/Min/ Sec). They may be on separate critique sheets or written on timing slips or score cards.

REPLACE 8.6.6 to advise the rally team how to file a protest with the rallymaster at the end what they must provide. (Checkpoint #, time, Car#, Error. reason). Alternatively this could be covered in the Generals or at the drivers meeting.

Rally Committee response: Recommend approval of the above as one group of changes. Recommend second vote to make them effective in this competition year.

NB-5b Written instructions for the Checkpoint teams

Expand the details provided to the checkpoint teams in written instructions.

ADD a 1st bullet to 8.6.1 the sentence stating The exact location of the checkpoint and where the IN and OUT lines (poles, mail boxes, signs, etc.) will be marked.

ADD a 2nd bullet in 8.6.1 identifying the specific functions of the checkpoint team members. Checkpoint team members should be assigned to perform the following functions: spotter, scorekeeper, and rallyist contact) See 8.6.2).

ADD any OFF COURSE markers - if used to the list of signs in the 4th bullet of 8.6.1 to the list of what will be placed and picked up.

MODIFY 8.6.2 to insert 2 sentences stating Instructions for the checkpoint teams should include a proposed schedule of when the teams must arrive at each checkpoint, how long it should remain open. If the first team need to leave early to set up the first checkpoint, that should be specified in the schedule."

ADD to 8.6.2 a sentence stating the names of the members, cell phone numbers, (and roles) of each checkpoint team member.

ADD a reference example Checkpoint Result form to 8.7.1 (believe it's in the Appendix) ("See Appendix__")

DELETE 8.7.2. This appears to be left from "Hidden Checkpoints" that were removed in 2008.

MODIFY 8.6.8 in the 2nd sentence says so it reads Proceed without delay to then next checkpoint OR the rally end point... and "add map if needed".

JCoH has developed a 3-5 page document which is provided to every checkpoint worker several days in advance of the rally: It lists: (I can provide examples of what JCoH has developed.)

Rally Committee response: Recommend approval of the above as one group of changes. Recommend second vote to make them effective in this competition year.

NB-5c Change to how ties are scored

The Rally Committee has one rule modification to propose for voting at this AGM, specifically to make the rules for how ties are handled consistent with JCNA Concours and Slalom programs.

Paragraph 7.6.3. presently reads:

There will be combining of two places in the event of a tie in individual rallies or the JCNA Rally Championship. If necessary, the two places will be combined and awarded the higher score without advancing the next entrant. For example, if two cars are tied behind the winner for second place, and all deviations matched throughout every stage, the two second place entrants will each receive 8 points, and the next entrant will receive 5 points for fourth place.

Change paragraph 7.6.3 to read:

In the event of a tie in either an individual rally or the JCNA Rally Championship, all tied entrants shall receive the same award, and the next placing entry shall be awarded the next place. For example, if two or more entries have the same total winning score in the JCNA Rally Championship (or in an individual rally), all tied entries shall be awarded first place (or 10 points in a rally), and the next winning entrant shall be awarded second place (or 8.0 points in a rally).

NB 6 Slalom – There are no slalom proposals

NB 7 AGM/WS

NB 8 2013 AGM in Mexico City
\$510 for 3 nights and AGM
Saturday concours \$95 single, double \$110

Great hotel, lots of security in the hotel
Everyone speaks English
Lots to do in that area
Concours is Saturday, bus to take everyone 40 minutes
All the next year's models will be on display
Reservations need to be made by August 2012 for next AGM
Need direct link
Need advertising

Gary safety same as in any big city, some places are very safe, others are not

Every big city has a safety zone and an unsafe zone
Excellent area of the city for safety

Always have an escort-chaperon

If you ever wanted to see Mexico, this is the time to do it.

Sunday is the awards event, much like Pebble Beach
Passports are required
Have to advertise this as an opportunity to have an extended vacation

It is not a normal agm weekend, it is a vacation week

NB 9 2013 CC in Virginia
Same location as the AGM from last year

NB 10 2014 AGM in New England Dennis Eklof
Downtown boston

NB 11 2014 Western States Volunteer?

NB 12 2015 AGM Delaware

Committee Reports

Committee Reports

CR-1. Jaguar Cars Liaison Report –Fred Hammond

XKR-S many are sold out before they go on the market

**Biggest problem is trying to figure out how to better promote JAGUAR
Tata is totally committed to supporting Jaguar and are reinvesting in the
company**

**In order to justify the development of a new engine factory in the UK. Low
emission, high performance engines**

**The smaller companies cannot fund the R & D need for emissions and safety as
the larger companies can and they need the partership**

CX75

CX16 show car will be a major announcement at the New York auto show.

50,000 Jaguars sold world wide

CR 2- Jaguar Cars Liaison Report

Prepared for : AGM 2012

Prepared by: Gary Kincel

SUMMARY

In the role as the Liaison to Jaguar Cars for JCNA, my main purpose has been to keep open, and strengthen the lines of communication between our club and Jaguar Cars. To seek common ground where we may support each other for the betterment of the Jaguar Brand and JCNA Membership.

This year at the request of Jaguar Cars, we changed the guidelines for affiliate clubs to request event funding. Deanie Kennedy coordinated our effort to consolidate all affiliate club request into one spreadsheet which was forwarded to Jaguar Cars in late Feb. After some budget cutting at Jaguar Cars, our final approved amount for all clubs was \$21,850. Funds were dispersed to the affiliate clubs based on the final approval amounts by Jaguar Cars. We will continue this process next year, and request that all regional directors communicate with their affiliate clubs regarding this requirement.

In the Spring , I had the good fortune to attend the Amelia Island Concours with Dick Maury and Dan Algarin. I had an opportunity to test drive the new XJR with racing Legend Davey Jones, and be very up close to the Group 44 E-type. The overall experience will remain a very memorable event for me.

In mid-July, Dan Algarin, our contact at Jaguar Cars for some time resigned his position. His departure was a great loss to both Jaguar Cars and JCNA as Dan was a great ally, friend, advocate, and partner for our club. With his departure, Stuart Schorr VP of Communications & Publications has taken over as our interim contact. Communication with Stuart so far has been minimal as he is very busy with his duties at Jaguar Cars, and we patiently await a permanent replacement for Dan.

Since accepting responsibility for this position, I have put emphasis in 2 main areas.

1. Ongoing regular communication with Jaguar Cars. On a regular basis, Dan Algarn and now Stuart Schorr or his designate, and I would compare notes on current projects and initiatives. Dan would seek approval from Jaguar where appropriate, or let me know when a request was approved, or should be dropped from consideration. Some examples are:

Funding for the 2011 Challenge Championship.

Speed events where JCNA Members may participate
Approval for increased Sales \$'s for E-50 related merchandise
Special request by affiliate clubs such as event funding
Request for artistic license related to use of Jaguar logo
Request to reprint historic documents from the Heritage Trust

2. Act as the primary point of contact with Jaguar Cars. Since JCNA was a small part of Dan's job at Jaguar, our goal here is to have a single point of contact for all communication between JCNA and Jaguar Cars. This effort had been working very well and Dan greatly appreciated having one main point of contact.

I believe in both areas noted above that we have made good progress toward our goals. Dan was an outstanding partner and supporter to JCNA and the initiatives that have been put forth for discussion. His response was always timely and we thank him for all that he did to support our club. We sincerely hope that whoever is our new permanent contact will be as cooperative as Dan.

Submitted by:
Gary Kincel

CR-3. Treasurer/Membership Report – *Deanie Kennedy*

CR3a. JCNA Profit and Loss Report

CR3b. JCNA Budget

Now we can check our progress against past years

Financials will be sent out quarterly

CR3c. Notes to the Fiscal Year 2012 Budget

CR3d. Balance Sheet Report

CR3e. Roster Report

CR3f. Administrative Manager-Treasurer Report

CR4a **Publications Report -George Camp**

George has brought copies of everything that he has available. All items are now digitized and easily printable.

Publications sales continue to be healthy and steady. Sales this year to date is well above 600 books. Considering the program was dead a combined two year figure north of 2000 pieces is encouraging—JCNA folks do read!

While JCNA has the largest Jaguar only bookshop on the internet (aprox. 200 offerings) it of course relies on some 3rd party providers. The economy has forced a couple of them to greatly lower their prices which at times matches our price and at times undercuts it. There is little we can do about that.

The continued support of the business committee and the JCNA treasurer (thanks Deanie and Gary) has allowed the publications the flexibility to continue to increase offerings to the Club. Many of the JCNA proprietary documents of JCNA have now become commonplace and as such the sales of these has stabilized. New offerings will ensure JCNA publications experience continued success. New offerings this year are the XK120 parts manuals and the XK140 parts manuals. Both manuals are available in hard bound and soft bound versions. These are digital scans of the most accurate versions of the factory manuals including all amendments. While these are factory documents hard work by the business committee worked out an agreement with Jaguar Heritage to make this effort approved and possible. The last new offering this year was the Early E-Type IPL. Before the E-Type hit these shores Jaguar Cars NA had published this parts and service manual for the new cars. This manual possibly covers only the first hand full of cars and has sold well. If you are an E-Type person you need a copy as the term Rare simply does not come close to describe this book. Watch for the next release—XK150 parts in 2 vols.

The investment we undertook to retrieve the “Canada Trove” (again thanks to Dan Algarin and Gary K.) has more than paid its way already. Many original and rare factory books have been sold to lucky members in the NEW ARCHIVE section of the shoppe. We have a large stock of manuals yet to be inventoried but they will be this year and will appear in the archives section. Part of that “trove” was a huge collection of Jaguar service tools which will be addressed later in this meeting.

Inventory of publications remains low due to efforts to store all JCNA materials digitally and print only on demand. This also prevents generational loss of quality and provides a repository for secure storage of our material.

Part of the publications effort is the replacement of lost Jaguar Journals. Simply put the efforts of our administrator to maintain an accurate roster has made this a NON issue!

Lastly this is YOUR Book store. If there is a title or a reproduction effort you believe to be valid for the club *please* let us know! As always you can reach JCNA publications by writing Publications@JCNA.com or calling 888-258-2524 ex#3.

CR4b Trophy Report—*George Camp*

Jcna will buy trophies back

For the better part of two years JCNA has slowly and carefully managed the Trophy program to correct a poor stock position and policies that were more aligned to the 80s---the 1880s! Modern storage methods are now employed with historical tracking and automatic re-order points/ triggers established.

I am pleased to announce that stockage levels of all trophies are sufficient for the upcoming year and several policy changes have been made that I want to make sure you are aware of.

- Due to the limitations of the current on line shoppe program trophies can not be ordered on line. The largest issue was that regardless of weight or size the maximum amount charged for shipping was \$7.95. So 80 lbs of trophies moving 2500 miles cost just that—hardly a good move for JCNA. All that your club needs to do is call 888-258-2524 ex#3 or write Publications@jcna.com and make your needs known. Trophies can be paid for with any method you choose but please remember that if you pay by check it will cause a delay. We do hope to have a new model up this year and return to electronic ordering options.
- Remember when trophy orders required you to order 12 weeks out—forget those days. Distance is a factor but for most clubs orders placed two weeks prior to your event should pose no problems and if you do not mind paying the shipping overnight has been used for those who needed it. This should allow you to more precisely determine your exact needs as your registration nears completion.
- BUT if you are not sure of exact numbers that has changed also. Order what you feel comfortable with and when the day is over simply return the excess and they will be purchased back by JCNA. This is limited to the same year purchase and same order return. In other words the 2 extra trophies you ordered for this year are fine but the 10 found in the club storage are not—sorry. Note the boxes have changed as has the quality of production.
- For clubs that source your own trophies I would ask to the above point—will the trophy shop take back your excess?

- JCNA has eliminated the previous practice of “short” order (penalty incurred) and has worked hard with Wilton Armetale to hold prices at the current level and reduce minimum order quantities. WA has given us everything we have asked for (short of free) and they are a wonderful vendor to deal with. While production has moved to Mexico I will tell you the finish quality on the trophies has improved dramatically. Thank you WA.
- Coventry West continues to provide World class storage and shipping! Thank you CW for your service and support of JCNA.
- Lastly I would thank All clubs that have worked with us during his rebuilding process. Your patience and support is appreciated.

George Camp

CR-5 Nominating Committee Report

NOMINATING COMMITTEE

MEMBERS: Gerald Ellison - Chair - gellison@jcna.com
Robert Stevenson & Bruce Dunow

Election results

**For the Office of Regional Director
Term of Office: - AGM-2012—AGM-2014**

NORTH-EAST REGION :

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

- **JOHN MASTERS -- NCJOC -- (JCNA # : 43192)**
Gleneig, MD 21737
Phn.:- (410) 599-1012;
E.mail: Le-Cygnet@msn.com ;

SOUTH-EAST REGION :

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

- **GEORGE CAMP -JSSC - (JCNA # : -32482)**
Columbia, SC
Phn. – (803) 760-9460;
E.mail : Publications@JCNA.com; SCJag@Juno.com ;

NORTH-CENTRAL REGION :

*(JC Pittsburg; JC Ohio; JC Cent. Ohio; JAGM; Ill Jag Club; Wisc. J Ltd.;
OJOA; JDC Area 51; JA Grt. IN; SVJC; JC Gtr. Cinc.;*

- **BOB MATEJEK -- JAGM - (JCNA # : 27612)**
Phn. # : (248) 650-8755
E.mail : bobmatejek@aol.com;

SOUTH-CENTRAL REGION :

*(Gt.Plains JC; JC Tulsa; JC Cent. Okla.; JA Gtr. St.Louis; HOAJC;
JOASW; JDC N.Texas; JC Austin; JC Houston; Aan Antonio; JCNO;
JC Mexico City;)*

- **GARY VAUGHAN - JDCNT, JOASW, & JCOA - (JCNA # : 43723)**
Phn : (214) 212-7570 ;
E.mail : garyvaughn@jdcnt.com;

SOUTH-WEST REGION :

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

- **BILL STREITENBERGER - JOC,LA - (JCNA # : 3448)**

Palos Verdes Estates, CA 90274 -1837

Phn.# : (310) 375-5028 ; / **Cell:** (301) 987- 9160

E.mail : jagginarnd@msn.com ;

NORTH-WEST REGION :

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

- **STEPHEN CHRISTENSEN - JDRC/NWA - (JCNA #: 33684)**

Seattle, WA 98107 3740

Phn.# : (206) 782-2819

Fax #: (206) 782-4588

E-mail : JaguarSJC1990@yahoo.com;

Jaguar Clubs Of North America, Inc. 2012 JCNA Officer Ballot



Note: Nominations will be taken from the floor the day of the AGM.
Only Regional Directors may be nominated for the offices of President and Vice President

President:

_____ Dick Maury

Vice President:

_____ John Masters

CR-7. Membership Outreach Activities: PTS/ Membership Improvement Reports

CR-7a. Passport to Service Report – *George Camp*-Report Received

Gary K contacts all PTS people personally by either email or phone the same or next day and

Some times Gary finds out that they are sometimes are misinformed.

Group effort, Regional directors need to be more involved in getting PTS to join clubs.

CR-7b. Tech Hotline Liner Report-*George Camp* -Report Received

2000 total Tech Hotline calls, if it is worth your time, please join.

CR-7c. Problems with PTS cards and the \$5 fee for the Jaguar Journal - Discussion – *Deanie*

If they send in a check, we should send them a journal. Send a nice letter inviting them to join, send an application,

CR7a. PTS Report-*George Camp*

The PTS program is a serious drain on the resources of JCNA as it has existed in the past. In 2010 there were 421 PTS request and in 2011 so far there have been 263. That is a total of 684 at a cost of \$5.00 each to process (more for Canada). That \$3420.00 would require 136 people to sign up to make it break even. Reports that 10% had joined from PTS were optimistic and a figure of 4% is more accurate. Even at 10% the program lost \$1720. The figure for break-even is 20%. We are not close to that but there is a glimmer of light.

I asked each of the regional directors to change the way we do PTS. In the past the PTS packet was sent and a club was selected by some method to be contacted. Whether the club did or did not is a mystery and haphazard. I have been sending the PTS request information to the Regional Directors in hopes they would contact all clubs that might interest the applicant. To do this project by a strict geographical boundary or arbitrary JCNA boundaries is just plain dumb and archaic.

Some have continued to do nothing, or the least they could and the results mirror the success of the past. Others have taken the task as a challenge and contacted the prospective member either by phone or e mail. The results of this approach are very encouraging. Exact figures will be available at the BOD meeting.

Of the 263 request this year almost 70% are from the Web site (no records were kept in prior years). This should be an indicator to all where our focus and exposure is. Of the remaining 30% from owners handbooks almost 50% are from second or third owners who found the PTS card in the handbook and sent it in. Our current agreement with Jaguar Cars needs to be explored. While it is great that our club invitation is in the new cars it is buried in a library of manuals that now come with new cars. When the PTS began it was a card in the end of a rather brief manual and those days are past. We need to explore new approaches (see recommendations).

We also had an issue of members using the PTS to obtain additional copies of the Jaguar Journal. Those have been stopped but as the membership roster has no interface with the PTS program on the front end the issue only comes to light after the fact. There will be a program in the future to run the PTS request against the latest membership

roster but it would seem possible for the web site to screen members against that issue.

Web requested PTS packets go out within 48 hours of receipt. The cards received from Jaguar (Archives) are a bit more problematic but come about every two weeks and then go out within 48 hours. Included in the packet is a current copy of the Jaguar Journal and a revised letter from the President of JCNA (copy of letter provided in BOD packet.

Recommendations

1. The PTS program run for one more year with all data kept necessary to determine the validity of the program.
2. Regional directors commit to taking an active part in the recruiting process and contact applicants directly when possible.
3. Applicants are shared with all possible clubs in their service area even when that crosses JCNA arbitrary boundaries.
4. Clubs are to respond to the sharing of potential new members within 7 days of being notified by the regional directors. (Remember folks do well those things that are checked).
5. Regional directors will share with each other approaches that work—and those that do not.
6. At the end of the year if the success rate has not reached 20% or is not climbing the program be scrapped and resources used is another approach to grow the membership...
7. If #6 is not palatable then the recommendation is that the PTS program simply reverts to JCNA control and direct contact will be made and our MAL will climb even more. Once a MAL then the clubs will be notified.
8. Should the PTS program continue suggest we contact Jaguar Cars and provide a packet to go with each new car that consist of a stylish envelope, letter from the president, list of clubs, web site, and a JCNA flier along with other directions. This could be done for about \$1 per new as postage is removed.

Please make any comments on this report prior to the BOD meeting to publications@jcna.com. Or call 888-258-2524 ex#3.

Submitted by George Camp

See Attachment Below

Where Do PTS Request Come From?

(Subtitle-is this where we should put some effort?)

The following is a recap of where PTS request come from by State and JCNA Region of PTS from April 2010 to present (Oct.9 2011)

<p><u>North West</u> ID 3 MT 1 OR 4 WA 11</p>	<p><u>North Central</u> IL 22 IN 10 KS 7 KY 7 MI 24 MN 5 NE 3 OH 27 SD 1 WI 6 WV 1</p> <p><u>Canada</u> BC 4 Ont 8 QC 1</p>	<p><u>North East</u> CT 12 DC 1 DE 2 MA 8 MD 19 ME 2 NH 7 NJ 22 NY 35 PA 33 RI 2</p> <p><u>Others</u> Japan 1 Mexico 1 Dutch Car. 1</p>
<p><u>South West</u> AZ 7 CA 82 CO 6 HI 2 IA 3 NM 3 NV 3 UT 3 WY 1</p>	<p><u>South Central</u> AR 4 LA 13 MO 12 OK 6 TX 65</p>	<p><u>South East</u> AL 11 FL 86 GA 32 MS 2 NC 18 SC 18 TN 13 VA 23</p>

Red indicates areas that more effort in recruitment might be advisable.

CR7b. JCNA Technical Hot line – *George Camp*

The JCNA technical Hot Line passed its 1500th call this week. As can be expected some of the calls are humorous and I am contemplating a cleaned up version for publication (names and identities removed to prevent the label of dumb a\$\$ being applied). We have recruited about 30 new members from our efforts and all calls are handled at this point whether a member or not. Advice or information is given without a hook but that comes at the end!

The working relationship with Jaguar cars is healthy and we are referred to a few times a week by Jaguar. Sit back and think about that folks—the company is deferring to a club for information. To me that is a very positive example of the mutual respect we share. Simply put for your information we (JCNA) do not handle any information or advice for cars that are 10 years old or newer. We do help folks navigate their owner's handbooks or contact a dealer when contacted directly.

The tech line has formulated a verbal agreement with the archives when Law enforcement contacts the hotline. We (JCNA) will help Law enforcement determine models and where critical data is located and how to determine what original etc. but the verification of VIN numbers is and build sheet data resides with the archives. I did not see that one coming but evidently LE relies more and more on clubs as an honest broker with questions on valuable cars. Mike Cook has concurred with the above.

The tech line has also resulted in multiple sales of manuals and regalia. We JCNA seriously need to consider a revamping of our web site. I constantly have to help folks navigate through our site. It needs to be modernized and needs to be done sooner rather than later.

As far as percentages calls are about 85% members. Those that have used the service seem for the most part to be very happy with the information. Questions range the full years of Jaguar history and most are surprised to find that JCNA has a complete library (except a damn DS420 parts manual—help please!) One member read our copy on the web and called with the following....”so I need a copy of a “D” type service manual” our response “do you want the Dunlop brake service manual too?” He was floored and purchased a copy of both! He had been searching for 20 years!

This type of service needs to be expanded in our club and members need to know it is there as a part of their JCNA dues! Many do not!

Submitted by George Camp

Any questions or comments please send to publications@jcna.com or call 888-258-2524 ex #3.

CR-7c. Problems with PTS cards and the \$5 fee for the Jaguar Journal - Discussion – Deanie

There seems to be some confusion when PTS members send in their \$5 fee for a sample Jaguar Journal.

Note: At a previous board meeting, it was agreed to discontinue the requirement for PTS members to send in the \$5 but Dan Algarin had said that there was a vast number of cards that had already been printed and it would take several years to use up that stock.

PTS members are sending in their \$5 thinking they are signing up for a full fledged JCNA membership. So the discussion item is, what do we do. Let these PTS members join as MALs for \$5 or correct them and take the chance of losing them?

Below is the letter sent out with the Jaguar Journal to PTS requests

JAGUAR CLUBS OF NORTH AMERICA, INC.



You are Invited to Join JCNA

Some time ago you either sent in a post card or requested information from our web site to the Jaguar Clubs of North America requesting information about your local club and the national club.

As president of Jaguar Clubs of North America, I would like to invite you to join both your local club and Jaguar Clubs of North America (JCNA). The club in your area has been sent your contact information and, if they have not already, they should be contacting you soon

We would be delighted to have you as a member of JCNA. The national affiliation is called "Jaguar Clubs of North America" because we have member clubs throughout the United States as well as Canada and Mexico. If they have not already contacted you, to find a club close to you, you can go to JCNA.com and click on Club List. There you will see a map of North America. You can click on the area that you are in and it will show you a list of clubs in that region. Each club has its own New Membership Application that you can fill out on-line.

Enclosed is a copy of a past Jaguar Journal, JCNA's bi-monthly magazine. As soon as you become a member of your local club or become a Member-at-Large (not affiliated with any particular club) your name will be added to the national roster. As the Jaguar Journal is only published every other month, you should begin receiving your regular copies of the Journal in two months or so.

As a member of Jaguar Clubs of North America, you will be able to attend local, regional and national events. If you decide to get really involved in going to the different events, you can earn points towards national awards.

If you are going on vacation somewhere and want to see if there is a Jaguar concours, rally or slalom nearby, you can always go to JCNA.com and click on the Calendar button to see a list of all sanctioned events throughout JCNA.

Some of the events are the Challenge Championship and the Western States Meet. At each of these events there are three types of competition: concours, slalom and rally.

The **Challenge Championship** is held every odd year and the location varies depending on which club decides to host the event. **Western States Meet** is held every even year in either the Northwest region or the Southwest region, again depending on the host club. But every JCNA member in North America is invited to attend. If you have never attended any of these types of events, we would appreciate it if you could join us.

Whether you decide to participate in local and/or national events, you will find that you will easily make friends all over the country.

Please feel free to contact me directly if you have any questions.

A handwritten signature in cursive script that reads 'Dick Maury'.

Dick Maury
JCNA President

Associate editor was there to step in to make sure that the magazine continues but there was no guarantee that she would then become editor when Mike steps down.

Gary-how we do succession plan, put out a request for resumes for those interested in the position

CR 8 **Business Committee Report 2012 AGM**

The Business Committee is charged with analyzing business related details of JCNA, administering the JCNA Insurance Policies, negotiating JCNA employee contracts, coordinating the duties of the Administrative Manager and looking over the financial details of JCNA.

Since accepting responsibility for the Business Committee at the AGM in 2010, John Masters, has joined me as a member. On August 2, 2010 a change was made in the Administrative Manager position. Deanie Kennedy took over the position after a search was completed. Since taking over, she has had a very positive impact in our financial management, and communication with the affiliate clubs.

Financial issues

Financial Health. JCNA is currently operating in the red. For the years ended 12/31/09 the loss was approximately \$17,140 and based on the 2010 results we had another loss of \$37,642 of which \$27,848 is a one time inventory adjustment. For the year 2011 another loss will be reported. Although we will continue to review expenses to seek areas of savings, it is far better for our long term financial health what we find ways to increase top line revenue. Most notable among these would be increased membership or dues, increased Journal and web advertising, and increased sales of regalia and printed material. The most recent dues increase was at the 2006 AGM when dues for JCNA were increased from \$20.00 to \$22.00 per year. During the current year, under the leadership of Steve Kennedy and George Camp, revenue and ultimately profit from regalia and book sales continues to increase. Membership has stabilized, and expenses have been closely monitored for savings. Our 2011 shortfall was driven most notably by a shortfall in Jaguar Journal advertising.

Dues Increase. Based on many years of breakeven or below cash flow, and With the above in mind, we strongly recommend at this time that dues for next year be increased to \$30.00 for JCNA. With this increase, we will no longer need to access our savings each year to help support club operations, and can again begin to financially move in a positive direction. As I review the cost for membership in other national clubs, and consider the services e offered to the membership by JCNA, I firmly believe that this amount is more than reasonable.

JCNA funding of national events. Having been involved in national events, as an affiliate club and in my current role, I believe we need to formalize our position and funding for national events, and publish our decision as a permanent part of the record. We should make it clear to affiliate clubs that most funding for the event needs to come from their club's fund raising activity's, and that some level of support will come from JCNA with clear \$\$ amounts noted. At the fall 2011 BOD meeting, a committee was formed to analyze and recommend action in this area.

Administrative Manager/Treasurer.

Administrative Manager/Treasurer. Since accepting the role as Administrative Manager last year, Deanie Kennedy has made significant improvements in the way we maintain records, along with how we communicate with the affiliate clubs. Membership renewal for the current year is computerized and feedback from the affiliate clubs has been positive. Financial records have been moved to a modern , broadly accepted accounting software that allows review in a common format. A new 800 line has been put into place that has options to speak directly with her, the tech line, or sales of regalia or publications. Deanie has taken over the process of billing and collecting for Journal advertising. Overall the improvements have been well received by the affiliate clubs and have helped with cashflow. In addition, the remaining records formerly housed in a rented space have now been forwarded to Deanie for safe keeping.

JCNA Employment Contracts.

JCNA Employment Contracts. During recent year's, new positions were added to include Associate Editor of the Journal, Webmaster for the JCNA website, and Associate Webmaster. The term of most contracts, runs until 12/31/2013. Although the dollar amounts of these contracts are very reasonable for the work involved, they will place added pressure on the income statement of

JCNA. Contracts were completed by JCNA legal council for our new Administrative manager along with manager of Regalia and Publication sales. The current agreement with Journal Editor Mike Cook expires 3/31/12. During the coming months, new agreements will need to be negotiated with both our Journal Editor and Associate Editor.

JCNA Insurance.

JCNA Insurance. J.C. Taylor continues to be our insurance broker. Currently we have General Liability for JCNA and affiliated clubs with a coverage limit of \$3,000,000 per occurrence and \$4,000,000 aggregate during a 12-month period. Directors and Officers Liability coverage with a limit of \$1,000,000 per occurrence and aggregate during a 12-month period. Local clubs should request a certificate of insurance for their events, however the event will be covered even if they do not. Our Liability Insurance coverage currently extends to cover all affiliate clubs and all events that they have. Our Directors and Officers Liability Insurance coverage extends to the National as well as Local Affiliate 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. During this year we had one claim from a club in Texas, and another is pending in New England regarding a Concours incident. When resolved, these should not have a negative impact on our cost for insurance going forward.

Trophy Management.

JCNA Trophies management and shipping has moved this year from Welch Jaguar to Coventry West. Storage of the trophies at Coventry West is at no charge to JCNA. We were notified by Welch that they could no longer allocate space to manage this inventory. As part of this move, George Camp took over inventory management and distribution to the affiliate clubs. A review was made of our cost structure for trophies. We determined that we had been selling these at a loss and have adjusted our prices to break even. During the current year, George has done a great job with order fulfillment. Club orders are handled quickly by George and shipped from Coventry West. We now charge the affiliate clubs for actual shipping charges related to their trophy order. We recommend that any remaining inventory held outside of Coventry West be consolidated to that location to better help with management of JCNA assets. Many Thanks to Dick Maury for coordinating the effort at Coventry West for JCNA.

JCNA Shop.

JCNA Shop. Thru the efforts of George Camp and Steve Kennedy with support from our Webmaster, the JCNA shop has made a tremendous leap forward this past year. Total sales were \$36,645 compared to near \$2,000 for the previous year at year end 2010. For the year 2011 sales continue to grow. In addition, George recently put on sale the 1st, and 2nd in a series of reproduction archival items. Most recently, a new shipping charge schedule is recommended for use with future orders. If implemented, the charges overall will be more balanced based on order size.

Tool Loan Program

Will go live at AGM

700 images for tool loan program, some duplicate numbering, about 500 tools of which JCNA has 300 of them.

Tool Loan Program. After a lot of hard work by George Camp and others, the Tool Loan Program is being launched today. The remaining obstacles have been resolved; the tool's are housed, and will be shipped from Coventry West. George will report separately on the details of this program.

JCNA Event Funding.

JCNA request from Jaguar Cars. Starting this year, we made an annual request for affiliate club event funding at the end of February to coincide with the Fiscal Year of Jaguar Cars. It was necessary for affiliate clubs to complete their request and forward to the JCNA Administrator, Deanie Kennedy in advance of that date so that a summary for all of JCNA could be presented to Jaguar Cars. After some budget cuts at Jaguar Cars, the final approved amount of \$21,850 was received from Jaguar Cars, and dispersed by Deanie to the affiliate clubs **as directed by Jaguar Cars**. We will continue this process in 2012, and encourage clubs to submit their request to Deanie Kennedy as soon as possible, but before the end of February of each calendar year. Although there is no guarantee that Jaguar Cars will fund these events, we believe it is in our best interest to be timely and organized with our request.

Note: The Jaguar Cars Sponsorship Request Form.rtf is available on the JCNA web site in the Library section.

Jaguar Journal.

Billing for Jaguar Journal advertising became the responsibility of our Administrative Manager this year, thus allowing Mike Cook more time to solicit advertisers, and sell advertising, along with his duties as Publisher. We did have an advertising shortfall this year due to several issues with only a 1 page ad from Jaguar Cars. In addition we have been exploring the possibility of using the new Journal plastic bag for ride-along advertising.

Accounting Method.

JCNA Accounting method. For many years, JCNA has used accrual accounting. Allowing for income and expenses to better match the reality of their receipt. “The accrual method of accounting is generally accepted as a more accurate estimation of the financial activities of an Organization”.

Set-up of a Jaguar “North American Foundation” As with many organizations, our membership is aging. There are members who have significant collections of Automobelia and/or Cars, and often do not find a family member equally passionate about their hobby. As with other clubs, most notably AACA, there is a need for a place where donations can be retained for use by members, and a vehicle for maintenance of the Jaguar Heritage. We are exploring the possibility, to set up a completely separate charitable trust, that will allow members or non-members to donate material or car’s for permanent housing and use by the membership of JCNA, along with Jaguar enthusiast throughout North America.

Recommendations.

Recommendations. Although we are a Not-For-Profit (501C7) group made up of local clubs and members with a motorsports hobby, we must continue to keep an eye on the financial health of the club. With annual budget that can run \$250,000 and higher, along with the need for liability protection of those involved in the club and events, income is paramount. With that in mind; **We have placed a strong recommendation on the table for a dues increase next year.**

Respectfully Submitted
Business Committee Chair
Gary Kincel

CR 9 Legal Counsel's Report – 2012 AGM

Prepared by
Steven Weinstein, JCNA Legal Counsel

Since the AGM last year, things have been fairly quiet on the JCNA legal front. In order to expand services to JCNA, Rob Thuss, Esq., of Swansea, South Carolina, has joined the JCNA legal team, and will be serving as JCNA Co-Counsel. I look forward to working with Rob, who has already jumped in and is working with the Business Committee on several contract issues.

The one significant issue that has arisen and which continues to raise concerns is that Jaguar Cars of North America, Inc., and Jaguar Cars Ltd. have contacted a number of clubs and demanded that they sign an agreement directly with Jaguar Cars NA and Ltd. regarding the licensing and assignment of rights in their local club logos. It now appears that Jaguar will be demanding this agreement from all of JCNA's affiliate clubs, if they have not already done so.

As everyone should know, since JCNA separated from Jaguar Cars NA, Jaguar Cars NA has required that any new club logos or any special event logos that include the name "Jaguar" or any of their logos including the leaper or growler, must be submitted to them for approval. This was done in the past and older versions of logos continue to be valid, even if they do not conform to current Jaguar Cars NA or Ltd. requirements.

Now, Jaguar has apparently decided to contact local clubs directly about their logos, and they have asked the local clubs to sign an agreement separate and apart from the license agreement entered into between JCNA and Jaguar Cars. Some of the clubs have asked Legal Counsel to review the agreements before they sign them. All of the agreements that I have seen appear to be the same.

After reviewing the agreements, our master license agreement and the law, it seems that Jaguar Cars has the local clubs a bit over the barrel, so to speak. The local clubs can refuse to sign the agreements, but if they do so, they may be required by Jaguar Cars to stop using any reference to the name "Jaguar" and to stop using any form of the leaper, growler or other Jaguar mark or logo. The agreement the local clubs are being asked to sign is in conformity with the one the JCNA has entered into with Jaguar Cars. So we have advised clubs accordingly – its consistent with what JCNA has in its agreement with

Jaguar, and if you refuse to sign it, which you have the right to do, you may be required to stop using your club logo and any reference to Jaguar in your name.

Thus far, I have only heard from a couple of clubs that they were contacted by Jaguar Cars. I do not know whether others got those same letters and simply signed the agreements, or filed them in the circular file. Local clubs should not ignore Jaguar Cars' request for the signing of the agreement, as the consequences may be the loss of the right to use their own club logo.

On another matter, we have been working with the tool loan program to formalize the documents necessary to loan out tools, assure that those borrowing tools will return them, and to protect JCNA in the event of injury or damage arising from the use of any loaned tools. These documents will hopefully be done in the near future.

Also, this year, the contracts for the editors of Jaguar Journal come up for renewal. Legal counsel, along with the Board and Business Committee, will be reviewing the contracts and making appropriate changes as required.

CR-10 Awards Committee Report

The 2011 competition results are not final as of Jan 24 with 279 trophies scheduled to be made and mailed out. I am in the middle of getting the address labels so that the letters may be mailed out to the winners. This is important as verification must be done to correctly engrave each plate. Once the correspondence is returned or sent in Via E-mail the engraving will be done and the trophy mailed to the proper address. The objective is to complete the job prior to the AGM March 10.

Kurt Rappold

CR-11 Protest Committee Report *Knick Curtis*

October 2, 2011

Subject, JCNA Protests 2011

So far this year we have only had one protest:

Dennis Weglarz, JCNA Challenge Concours, 7/9/2011, Dublin, OH. 1962 E-Type FHC. Mr. Weglarz received a deduction for a missing Allen Key in his tool roll for for adjusting the parking brake. His particular vehicle was produced after the factory had stopped making cars with this feature, and Mr. Weglarz was able to produce the documentation to support same. We supported his protest and the points were returned.

Respectfully submitted

Knick Curtis
Chairman JCNA Protest Committee

CR-12 JCRC Concours Rules Committee Report

CR-12 Spring, 2012 JCRC Report

February 15, 2012

To: JCNA President and Board of Directors
From: Dick Cavicke, Chairman, JCNA Judge's Concours Rules Committee (JCRC).

1. JCRC Membership:

Region	Name	Club	Term Expiration
SW -	Dick Cavicke (Chair)	San Diego Jaguar Club	JCNA President Appoints
SE -	George Camp	Jaguar Society of South Carolina Club	April 30, 2013
SC -	Rufus Coburn	Jaguar Club of Austin	April 30, 2013
NW -	Stew Cleave	Pacific Jaguar Enthusiasts Group	May 1, 2012*
NE -	Hal Kritzman	Jaguar Club of Southern New England	May 1, 2012*
NC -	Bob Stevenson	Jaguar Affiliates Group of Michigan	May 1, 2012*

* Note: NE, NW and NC Region Directors must confirm that they wish to allow Hal Kritzman (NE), Stew Cleave (NW) and Bob Stevenson (NC) to continue to represent their regions as members of JCRC.

2. JCRC General Activity: Since Fall 2011:

- Monitored the JCNA and Jag-lovers discussion Forums concerning JCNA/AGM activity in general and concours discussion in particular.
- Considered rule, scoresheet and administrative changes based on Entrant and Judge feedback.
- Fielded, discussed and responded to JCNA Forum and formal and informal inquiries regarding judging, scoring and other concours rules-related issues.

All the other items are included as agenda items.

Prepared by
Steve Weinstein, Chair

The 2011 slalom season went extremely well. Participation in the program continued to increase in 2011 and the number of events being run has grown as well. It seems that club members enjoy driving their cars and the events have attracted many non-members, as can be seen by looking at many of the individual event results. A number of local clubs have reported that the slalom events are attracting interest outside of the clubs, and they have used them to recruit new members.

And again this year, a new Slalom record has been set, this time by our very own JCNA President, Dick Maury. Dick SMASHED the old record with a stunning 37.837 second run, the very first time any Jaguar has broken through the 38 second barrier. This record was achieved on September 18 at the North Georgia Jaguar Club slalom. But Dick didn't stop there. On November 13, on the second day of the Jaguar Club of Florida "Roar and Soar" event, Dick bested his previous record with an outstanding 37.722 second run. This is a huge achievement and the product of lots of hard work on preparing both the car and driver for these record-setting runs. Kudos to Dick for an outstanding performance!!!!

The Slalom Committee is not making any proposals for changes to the slalom rules again this year. At present, the program is running smoothly, and no changes are presently needed to the rules.

Once again, we continue to have problems with the manner in which some clubs enter their scores in the on-line scoring system. In particular, some clubs fail to edit the names of the entries where the scoring system brings up multiple names, for example, "Tom and Alice Smith." If Tom ran the slalom, the person entering the score, after verifying the member number, must edit the name to read "Tom Smith." Some clubs still don't edit the names, creating confusion in the scoring system. Also, because of people sharing a number, like husband and wife, clubs do not use the proper system to distinguish between them, and this also creates a problem in the scoring system.

Please be sure that the local club slalom stewards or those entering the results adhere to the system that is clearly set out on the scoring system web page. The slalom chair will no longer do the editing or follow up with local clubs on improperly entered information, unless it involves entries that are in

the running for a national award (the first three places in each class). Local clubs must take responsibility for entering the information correctly.

Also, slalom stewards must make better efforts to assure that cars with modifications are properly classified. If a car is registered for “street prepared” class (SPL or SPH), the slalom steward for the event should PERSONALLY inspect the vehicle and verify that the modifications are properly reported and that the car should be in SPL/H rather than modified class. In particular, slalom stewards should pay close attention to tires, as any “R” compound tire or tire with a treadwear rating of 80 or below automatically goes in Class H (modified) regardless of any other modifications. Stewards must assure that modification sheets are properly prepared by the entrants in any event, and cars must be inspected not only for safety issues, but also for modifications that might result in a change of class.

CR-14 JCNA Rally Committee Report - 2012 AGM

February 1, 2012

By Brian Blackwell

The Rally Committee consists of:

Name Region Phone Email

Brian Blackwell SC 210-695-8504 blackwbg@gmail.com

Kurt Rappold NE 610-358-4055 kprappoldxksp@verizon.net

Dave Meck NC 270-352-1212 jagdoc@msn.com

Phil Miller NW 503-291-1159 pmiller@jcna.com

(no representation) SW

Dick Deibel SE 843-886-5880 jddeibel@worldnet.att.net

Nine (9) rallies were scored on www.jcna.com in 2011, all of which were time speed distance events. In 2010, there were a total of fifteen (15) rallies, twelve (12) rallies were held in 2009, and fifteen (15) rallies were held in 2008. As of this writing, two (2) rallies have been held so far in 2012, one Monte Carlo and one Time Speed Distance.

Another article on Jaguar rally history is presently in work, utilizing several photos from the Andrew Whyte Jaguar competition history books. Three questions or comments were received about the time speed distance JCNA rally article that was published mid-2011 in Jaguar Journal. Bill Streitenberger had suggested a potential committee person for the Southwest Region, and I did send information about the program about a month later, but never heard back from him. I would like to thank Bill for the effort. Of this committee, only Kurt Rappold has taken an active interest in over a year, or we have lost

The scoring system was updated this year by Pascal Gademer, and I would like to thank him for his efforts. After all the rally scores are entered, only the top three rally scores are now used to determine the JCNA standings with Drivers and Navigator results now shown separately. The only aspect of the scoring system which does not comply with the rules now is the resolution of ties in individual events, and in the JCNA standings. If two entries have the same exact score in an event, the first one entered into the scoring system gets the higher place in the event standings. A similar result will occur for ties in the JCNA standings, and I suspect whoever's data is entered first will be shown as the higher placing driver or navigator on that web display. As we award points for places in individual events to a scale used by all the rally events, this greatly increases the likelihood of ties in the JCNA standings. A total of thirty three (33) JCNA rally drivers and navigators tied in the first 10 positions in all of the JCNA Rally classes in 2011, with seventeen (17) that have their ranking in the standings shown incorrectly on www.jcna.com as of this writing. Data was copied off the website and manually updated to show results in compliance with the Rally Program Manual and provided to Mike Cook and Candy Williams for publication in Jaguar Journal.

One aspect of the system we would like to bring to everyone's attention is the need to properly enter the names of the participants into the scoring system when both names are loaded against a shared JCNA number. As with Slalom, it is necessary to edit the name that www.jcna.com auto fills into the scoring system to reflect which family member was the driver or navigator for the event. Entering of these scores needs to emulate what is done for Slalom to prevent scoring system inaccuracies.

Without accurate standings to look at online during the year, this program will not generate the interest that Concours and Slalom presently enjoy.

RALLY PROGRAM MANUAL PROPOSALS

Three (3) proposals were sent to the Rally Committee for inclusion in the JCNA Rally manual on 15 January by David Belanger of the Jaguar Club of Houston. The two members of the committee who responded believe there was not enough time to fully consider these proposals and draft specific Rally Program Manual rule changes and coordinate with the submitter, but in the interest of harmony, we will bring them up now.

Proposal Number 1. Timing Allowances (TA's)

This proposal would compensate for unforeseen delays beyond competitors' control and could preclude the need for unsafe driving in attempts to "make up" lost time. It would also reconcile one of the remaining differences between SCCA and JCNA Rally Rules.

Basically, a Timing Allowance (also referred to as "bought time") allows a team to request a Timing Allowance which is deducted from their elapsed time for the leg at the next check point. (Remember the construction delay at the 2007 Indianapolis C.C.?)

Quoting the SCCA Rule (Article 21, Sections B & C, "TA requests, except as provided in Paragraph C (which addresses check points), must be in increments of one minute beginning with one-half minute (i.e. 1/2, 1 1/2, 2 1/2, etc.) up to a maximum of 19 1/2 minutes per defined section of the event. The identification of the portions where TAs apply, as well as where a TA may end, shall be clearly defined in the event's GIs. The TA request must be submitted in writing at (1) the first timing control, excluding DIYCPs, or (2) in the case of passage controls, at an appropriate location determined by the committee immediately following the delay, prior to the receipt of any timing for the leg/legs contestants or official. (*I think there are words missing. DGB*)

Paragraph C - TA's at Controls (Check points)

Delays caused by circumstances beyond the competitors' control, which occur within sight of a control, shall be deemed witnessed by the control crew. The event's GIs must define how the contestants will know that passage control crews have witnessed their delay at a passage control. To avoid unsafe conditions at or near the timing line such TAs may be taken for the exact amount of the delay and the rally team must cross the timing line without "creeping". The TA shall be submitted per B above.

Rally Committee response: Recommend specific word changes be proposed to the committee for voting next year. Time allowances are already allowed per paragraph 7.7.7 of the present manual as shown below. Nothing precludes a club from using the additions described above in their general instructions for a rally without them being in the Rally Program Manual. The JCNA rules are already perceived as complicated and further complication and adoption of SCCA rules is not necessary.

7.7.7. Any request for a time allowance on a single and/or subsequent stages due to unforeseeable delays caused by road closures, such as those caused by emergency vehicles, railroad crossings, or road construction shall be made to the next checkpoint worker, and followed up by the entrant with the rally master. Support of at least one other Entrant is recommended, but rallymasters shall accept sole entrant requests from the last starting or running car in the event.

Proposal 2. Check point crew minimum training requirements.

As you have probably have observed, many rally problems can be traced to inadequately trained checkpoint workers. At a minimum, crews should be trained:

1. To properly operate their timepieces and record rally car's arrival (Hr/Min/sec).
2. To communicate the departure time for a team from a checkpoint when timing for the next leg will begin.
3. To provide the official time for the leg.
4. How to document any problem(s) reported by a team.
5. How to stagger departures to prevent "bunching up".

These instructions could be added to Chapter 8, possibly after 8.1.

Rally Committee response: Recommend specific word changes be proposed to the committee for voting next year. If these are the proposed words, recommend these additions be voted on and approved.

Proposal 3. Detailed check point Instructions. (Expand 8.6)

Chapter 8.6 covers some very important points, but unless a person has actually served on a check point team it may not be adequate to expect someone to read this and have everything go smoothly.

JCoH has developed a 3-5 page document which is provided to every checkpoint worker several days in advance of the rally: It lists: (I can provide examples of what JCoH has developed.)

1. Special arrangements to cover the START. (Who officiates, Does CP #1 team leave early?)
2. Check point workers, what teams they are on, and which CP's they will staff.
3. The detailed location of each checkpoint, including IN and OUT lines.
4. Steps to set up the check point.
5. The specific functions that the team must perform AND who will perform each one: Spotter, Score keeper, Rallyist Contact,
6. Times of operation (Open, Close)
7. Closing actions (what to pick up, disposition if scoring sheets.)
8. Route to next check point (If any). (Provide maps/photos if necessary.)
9. Emergency phone/contact numbers.

Rally Committee response: Recommend specific word changes be proposed to the committee for voting next year. No opposition to this proposal in concept. Would either add to the program manual or make a separate reference document on the website. There is over an entire page of checkpoint procedures in the manual presently,

Respectfully submitted,

Brian Blackwell

CR-15 Publicity Committee Report

**Enewsletter, if a sponsor wants to host the enewsletter
They get a full page ad that month.**

Coordinate contacting the sponsors for money

For 2012 AGM – March 10, 2012
Publicity Committee Report
Candy Williams, Chair
cwilliams@jcna.com

The 50th anniversary of the E-type played a major role in 2011's publicity efforts. The theme was carried out prominently at our two major JCNA events, the 2011 AGM, hosted in March by the Virginia Jaguar Club in Richmond, Va., and the 2011 Challenge Championship, hosted in July by Jaguar Association of Central Ohio (Columbus) in Dublin, Ohio. Both events were overwhelming successes due to the team efforts by both clubs and assistance by other affiliate clubs. Both major events were covered at length in both the *Jaguar Journal* and *JCNA News Update*, our e-newsletter.

I have established good working relationships with newsletter editors and presidents of several affiliate clubs, who regularly send me news and photos of their club events for publication. Among the clubs that have had a constant presence in my e-mail Inbox – and in the Club News column in the *Journal* as a result of their efforts – are Delaware Valley Jaguar Club, Jaguar Association of New England, Ontario Jaguar Owners Association, Jaguar Aficionados of Greater Buffalo, Carolina Jaguar Club, Jaguar Club of Houston, Central Oklahoma Jaguar Association, Jaguar Club of Southern Arizona and Wisconsin Jaguars Ltd. (Other clubs that would like to share their news and photos with fellow JCNA members should send them to cwilliams@jcna.com).

I have had a good response from JCNA leaders for my ongoing Leader Profile series in the *Journal* series. We kicked off another members' series, "Great Garages!" in the fall. Anyone with a unique garage space is welcome to contact me and participate in the series.

In a continuing effort to promote JCNA's involvement in the E50 celebrations, Bryan Williams and I, as co-chairs of JCNA's 50th anniversary committee, traveled to Silverstone Circuit in Northamptonshire, England, in July, and Monterey, California, in August, to report on and photograph the Silverstone Classic, Pebble Beach Concours d'Elegance and Rolex Monterey Motorsports Reunion at Mazda Raceway Laguna Seca. We had an opportunity to meet with several other JCNA members at the Monterey and Pebble Beach events, and coverage of all these events appeared in *Jaguar Journal* and *News Update* e-newsletter. Tom Krefetz also contributed to the JCNA E50 campaign by producing an apparel line sold through the JCNA Shoppe.

As early as the 2011 AGM in Richmond, I began working with Dennis Eynon and Mark Stephenson to promote the 2012 AGM and Western States Meet in Phoenix, AZ. I will offer assistance as needed to 2012-2013 events and will continue to promote local club activities and JCNA members.

One other project that will need attention this year is an update and revision to our current JCNA Brochure to reflect additional members' services. I will work with JCNA leadership to accomplish this goal.

Candy Williams

CR-16 JCNA Web Site Report

More input is needed from clubs about their upcoming events or past events on the JCNA web page. If you do not know how to post your events on the JCNA Home Page, please contact Ginger Corda, gcorda@jcna.com.

How many hits
Where do they find the link

Send Fred the link for the marketing tool
Fred knows the vp of marketing David Dryer
Everyone wants to see hard numbers for the potential number of contacts

Ginger is keeping the JCNA Face Book updates with interesting items.

The JCNA Shoppe page is being maintained by George Camp and Steve Kennedy with new items they bring on line.

The AGM page is being maintained by Steve Kennedy. Now that he has access to it, postings for the next year will start in October so no one has any reason not to be up to date on AGM happenings.

CR 17 Jaguar Journal Report – Mike Cook

February 24, 2012

TO: JCNA Board of Directors

FROM: Mike Cook

RE: Jaguar Journal 2012 AGM Report

Goals:

For 2012, the goals for Jaguar Journal are to sell more advertising pages, make the magazine more efficient and improve the publication timing of each issue. A Jaguar Journal committee has been formed to monitor and assist in carrying out these goals.

The January-February issue was mailed on February 15-16 and copies are already arriving.

Advertising:

Advertising revenue for 2011 was just over \$69,000. We had a serious loss in Jaguar advertising when the company ran only one page of advertising in three issues instead of their normal three pages. This cost us \$9,000. It does not appear that we will have this problem in 2012. During 2011 and the first part of 2012, we picked up several small advertisers such as: Adamesh (parts), Borrani Wheels, Hagerty, Jagbits and Beverly Hills Car Club.

XKs Unlimited reduced their ad to ½ page for the final two issues of 2011 and have kept this size for 2012 after many years with a full page. Hyman Ltd. has cancelled their quarter-page ad. These cuts cost us approximately \$800 per issue in revenue.

In 2012, we have set a goal to significantly increase revenue by selling additional ad pages and taking advantage of the poly bag to include ads or flyers.

Our contract with Jaguar for three pages of advertising per issue runs through May 31, 2012. I will be working with them and expect to renew the contract.

Printing:

During 2011, our production house, Grand Prix Graphics, negotiated a new agreement with the printer to both reduce the printing cost and mail the magazine in a poly bag at no extra charge. Starting with September-October 2011, printing costs are slightly less than 2010. Mailing in the poly bag gives us additional opportunities for advertising revenue. The address sheet inserted in the bag can be used for JCNA announcements and other ads. We have already used it for the election ballot and the AGM.WS registration form.

Editorial:

I believe our editorial content is consistently high quality and we are getting a useful selection of articles and photos from club members. Our coverage of the E-type 50th Anniversary was comprehensive including articles about celebrations in the UK and Europe. We will continue our series of articles about advertisers and we are waiting for copy from SNG Barratt and Welsh Enterprises.

Because the AGM is early this year, we will not have the March-April issue available for distribution at the meeting. Instead, we are going to cover both the AGM and Western States meet in March-April and mail it approximately the beginning of April.

Candy Williams' Club News column has been a success, offering guaranteed exposure in Jaguar Journal for any JCNA affiliate that sends us news. She also writes feature articles, authors the series profiling leading members of JCNA and recently came up with a new series on Great Garages.

Suggestions for editorial coverage, article submissions and ideas for possible advertisers are always welcome.

January 31, 2012

Committee: Bob Matejek - Chair, Hazel Beck, George Camp, Mike Cook, Jerry Litz

Our committee is spread over 6 time zones and has been conducting meetings through WebEx interactive conference calls.

Andrew Whyte Award and Dealership of the Year:

We had a group of seven very good candidates submitted for the Andrew Whyte Award and made a unanimous selection for the final recipient. There was only one Dealership proposed for the Dealership of the Year which was certainly down from the past.

JCNA Club Web Site Award:

A new award this year is Best JCNA Club Website. This is intended for an independent web site managed by the local clubs, outside the JCNA web site. By encouraging better and better independent web sites, we feel it will keep club members better informed, encourage participation, promote the Club and JCNA at the local level and encourage new members to join and participate. Some of the selection criteria are:

- Easy to navigate through
- Shows past activities
- Shows future events and calendar
- Shows contact information
- Helps a perspective member join the club and JCNA
- Shows what people do, and have done, not just cars
- Forum and Technical Info
- Links to resources
- Pictures of activities
- Is reasonably up-to-date
- Provides a link to the Club Newsletter
- Provides a historical listing of the club newsletters
- Interactive with other mediums such as Facebook, etc.
- Exciting
- Video Links
- Hot link to and from the JCNA web site
- Artistic

JCNA Fred Horner Sportsman Award:

Fred's oft-stated plan for starting the JCNA Concours Program was to give clubs and families a nice day out. Competition was secondary to the goal of getting people with Jaguars together in good fellowship. His focus for JCNA was not in competition, but participation. He promoted Concours and other club events as family outings – a time to relax and enjoy Jaguar cars and fellow members.

The award has recently been directed more towards competition, awarded to the individual who scores the best at a combination of Concours, Rally and Slalom. Very few JCNA members even qualify with the required number of events, so the candidate pool has been very limited. The award was suspended for 2011 because of so few eligible candidates. We are returning the Award to Fred's original plan, based upon participation, sportsmanship, getting families out with their Jaguars, fellowship and not competition.

For 2012, we are now basing the Award upon participation in the Sanctioned JCNA vehicle events, regardless of how many of each event, the score obtained or the Jaguar entered. Since a JCNA membership is a family membership, any and all family members who participate, with a Jaguar would get credit.

- Concours participation is one credit per Jaguar entered.

- Slalom participation is one credit per driver. Class Z does not count for credit.
- Driver and Navigator in a Rally both receive credit.
- Sanctioned Drive participation is one credit per Jaguar entered.

Participation in all the events of a calendar year would be compiled by JCNA number and the award will be presented to the member who participated in the most sanctioned events. In the event of a tie, there would be a random drawing to select the award recipient. We wanted to eliminate any tie-breaker performance competition of considering the classes, events, scores obtained and age of the vehicles. Once someone wins the Award, they will be restricted from being considered for a period of 5 years. This will allow others to be considered for the award. That 5 year restriction will begin in 2012 with these new award requirements.

The JCNA website will tally the participation by JCNA membership numbers across all the events and keep a running tally throughout the year. This should encourage additional participation by the clubs and members.

If there are active Junior Members who earn participation credit, the Junior Membership participation could be added to the Family Membership credit, if we are aware of it.

Rallies and Sanctioned Drives:

Since there are so few Rallies, an alternative needs to be found or created to open that type of participation to all of JCNA. Rallies would be supplemented with Sanctioned Drives. A Sanctioned Drive would be defined with the following minimum requirements:

- 10 vehicles total including 6 Jaguars
- 50 miles driven during the event
- Publicized locally, 30 days ahead of time
- JCNA Sanctioning
- Posting on the JCNA calendar

A Sanctioned Drive can be a Drive put on by the local Jaguar Club or will apply to a group of Jaguars joining another group (i.e., BMW Club).

JCNA sanctioning would apply JCNA insurance to the JCNA members entered in the event.

Sanctioning could be requested by a participant, club member, host or Regional Director.

Concours:

Concours credit would be given to Championship, Driven, Special and Display Classes. One credit per car entered. The Concours tally sheets already have a place to include Display Class participation as well as the other traditional classes. Since the Display Class has almost no requirements, we require that the car appear to be a Jaguar and must be driven to the display location under its own power.

Results:

As a result of these revisions, we expect to open the Fred Horner Sportsman Award to many JCNA members who are out and about with their Jaguars sharing fellowship with other JCNA members. We want to promote more participation, expand local activities, get more Jaguars out in front of the public and promote additional membership. As these revisions move forward, we will monitor participation and the results and see if further revisions are required.

Get out and enjoy your Jaguars and the fellowship of other Jaguar owners.

Future Discussions:

At national events, there should be some recognition to the person who participates with the same vehicle in Concours, Slalom and Rally.

**CR-19 Presidential Committee Chair Appointments-*Incoming President*
2011-2012 JCNA Committee Chairs**

Administrative	
Business / Insurance	<u>Gary Kincel</u>
Legal Counsel	Steve Weinstein-Rob Thuss
Communications	Pascal Gademer
Nominating Committee	Jerry Ellison
Jaguar Cars Liaison	Gary Kincel
Publicity	Candy Williams
Archives – Vehicle Build Data Certificates	Mike Cook
Passport to Service	George Camp

Membership	
Roster and Membership	Deanie Kennedy

Concours/Rallye/Slalom-	
Events Sanctions and Schedules	Pascal Gademer
Awards Management	Kurt Rappold
Protest Committee	Knick Curtis
Concours Rule Book Review	Dick Cavicke
Authenticity	George Camp
Concours Scores	Pat Harmon
Rally	Brian Blackwell
Slalom	Steve Weinstein
High Performance Driving Ed.	Gary Hagopian
Publications and Trophies	George Camp
Merchandise (Regalia)	Steve Kennedy

Jaguar Journal/Publications	
Jaguar Journal Editor	Mike Cook
Publicity	Candy Williams Manages web site eNewsletter
Past Publications	<u>George Camp</u>

Awards	
Special Awards Committee	Bob Matejek
Competition Awards	<u>Kurt Rappold</u>
Newsletter Awards Karen Miller Award	<u>Mike Cook</u>
Concours Trophies Orders	George Camp

Website - Communications Committee-	
Webmaster	Pascal Gademer
Events Calendar	Pascal Gademer
Club Coordinator / Content	Ginger Corda
Slalom, Concours & Rally Results	Pascal Gademer