

Business Committee Report

2017 Annual General Meeting

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

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

Financial Health. Since reporting at the last AGM, our financial health continues to be good. In our short term cash accounts with Wells Fargo Bank, we held \$65,757.91 at the end of December, and in our Long Term Savings accounts with Merrill Lynch, we held \$212,348.15. We have no large outstanding payments that need to be made, and our cash on hand will be adequate to cover normal operating expenses for the balance of the year. Several of JCNA's Wells Fargo accounts were hit with fraudulent transactions in the last quarter, but we sustained no loss, in that all funds were returned to JCNA.

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

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

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

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

JCNA Shop. Regalia continues to be split into two categories, hard items such as car badges and lapel pins, and soft items such as hats and clothing. Both hard and soft items have been outsourced with the hard items going to the UPS store in South Carolina. This is the same vendor that prints and distributes JCNA's printed goods. The soft items have been outsourced to ZOME in Washington. ZOME has created a JCNA E-

Store web page with existing soft items and several new items being offered to our members.

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

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

Respectfully Submitted: Chairperson

Gary Vaughan