

JCNA Liaison Report

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

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

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

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

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

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

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

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

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

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

Submitted February 7, 2017
Barbara Grayson JCNA Liaison