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

Summary:

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

Referrals by Region:

NW - 61	SC - 252	MAL – 119
CTT 050	NIE 050	

SW - 278 NE - 370 NC - 265 SE - 412

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

Notes:

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

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

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

 $\underline{https://www.google.com/fusiontables/DataSource?docid=1KnkFaPAf5uWSGUBrJMp3BqVHSY1Lr7FacEXtqhZK.}$

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

Respectfully, Ed Avis JCNA Club Locator Service Coordinator

JCI	VA (CLUB LOCATOR REQUESTS RECEIVED / REFE			5	,		,
		Time Period >>>>>>>>	B. S.	S. C. S.		1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		
			/ B	18	18	18	18	/ §
		Total number of Club Locator Requests Receiv	140	322	429	235	211	1337
		Total number of Referrals to Clubs (see note) >>		419	523	261	225	1638
		Total number of Referrals as MAL (see note) >>	2	15	39	31	32	119
		Number of requestors who joined JCNA	24	56	83	19	3	185
		Success rate (# Requests Received /# Joined	17.14%	*****	*****	8.09%	1.42%	****
	_		le	al	al	le	le	le
P.	gio		Referral	Referral	ē	Referral	Referra	Referra
Club	Region	Club Name	Be	æ	Referral	æ	Æ	쿌
44	NW		1	0	2	0	1	4
	NW	Canadian XL Jaguar Register	1	0	2	0	1	4
	NW	Jaguar Car Club of Victoria	1	0	0	1	0	2
		Jaguar Owners Club of Oregon	1	6	7	3	4	21
41	NW	Jaguar Driver's and Restorer's Club of Northwest	5	5	8	7	5	30
		NW Region Summary	9	11	19	11	11	61
		Jaguar Club of Northern Arizona	3	0	3	0 4	1 5	3 19
2		Jaguar Club of Central Arizona Jaguar Club of Southern Arizona	0	1	2	2	0	5
5		Jaguar Associate Group	3	16	22	9	5	55
4		Jaguar Owners Club of Los Angeles	10	30	12	10	10	72
6	_	Sacramento Jaguar Club	1	7	7	1	4	20
3	SW	San Diego Jaguar Club	3	2	3	2	2	12
		Inland Empire Jaguar Club	2	12	6	9	3	32
7	_	Rocky Mountain Jaguar Club	3	1	4	3	1	12
		Jaguar Club of Southern Colorado	2	0	3	0	1	6
		Jaguar Club of Greater Las Vegas	1 0	3	7 2	0	4 0	15 5
		Reno Jaguar Club Wasatch Mountain Jaguar Register	0	2	4	2	1	9
		Jaguar Club of New Mexico	2	2	5	3	1	13
		SW Region Summary	30	83	82	45	38	278
43	NC	Ontario Jaguar Owners Association	0	3	5	3	0	11
13		Illinois Jaguar Club	7	16	15	13	5	56
51	NC	Jaguar Association of Greater Indiana	4	7	8	2	1	22
49		Jaguar Drivers Club Area 51	0	8	5	2	1	16
19	NC	Jaguar Affiliates Group of Michigan	3	13	13	2	3	34
		Jaguar Association of Central Ohio	1	9 5	3	2	1	16
	NC NC	Jaguar Club of Ohio Jaguar Club of Greater Cincinnatti	1	6	9	2	2	19 15
		Jaguar Club of Pittsburgh (NC region)	1	3	4	1	7	16
		Susquehanna Valley Jaguar Club (NC Region)	4	5	11	11	2	33
		Wisconsin Jaguars Ltd.	3	10	11	2	1	27
		NC Region Summary	25	85	88	42	25	265
15	SC	Great Plains Jaguar Owners Association	0	0	2	0	0	2
17	_	Gulf Coast Jaguar Club	9	7	7	2	5	30
		Jaguar Club of Mexico	0	0	1	0	0	1
		Heart of America Jaguar Club	4	9	5	6	8	32
20 31		Jaguar Association of Greater St. Louis Jaguar Club of Central Oklahoma	4 0	6 3	4 5	3 0	3 2	20 10
		Jaguar Club of Central Oklahoma Jaguar Club of Tulsa	0	0	3	6	2	11
		Jaguar Club of Austin	3	3	2	1	2	11
		Jaguar Club of Houston	3	6	8	12	11	40
		Jaguar Owners Association of the Southwest	4	10	18	5	6	43
58	SC	Jaguar Drivers Club of North Texas	4	10	18	5	3	40
50	SC	San Antonio Jaguar Club	3	1	6	1	1	12
		SC Region Summary	34	55	79	41	43	252

		Time Period >>>>>>>>	40°	Control of the Contro	To the state of th	S. S	a James S.	
Club #	Region	Club Name	Referral	Referral	Referral	Referral	Referral	Referral
48	NE		0	7	2	0	0	9
8	NE		2	4	7	6	3	22
18		Jaguar Association of New England	7	11	15	11	11	55
26	_	Jaguar Touring Club	6	6	11	6	4	33
52		Jaguar Auto Group	6	7	10	3	1	27
22		Empire Division	2	13	23	3	3	44
24	_	Jaguar Aficionados of Greater Buffalo	3	4	5	3	3	18
25	_	Jaguar Association of Central New York	6	6	2	2	2	18
23		Jaguar Drivers Club of Long Island	2	3	11	2	0	18
67	_	Capital Region Jaguar Club of New York					2	7
33	_	Delaware Valley Jaguar Club (NE region)	8	12	15	12	14	61
40	NE	Nation's Capital Jaguar Owners Club	9	20	13	10	6	58
		NE Region Summary	51	93	117	60	49	370
54	SE		6	8	14	2	2	32
9		Jaguar Club of Florida	4	3	5	8	3	23
10		South Florida Jaguar Club	9	6	19	11	9	54
11		Sun Coast Jaguar Club of Florida	6	10	16	9	5	46
62		North Alabama Jaguar Club	3	9	8	1	2	23
57		North Georgia Jaguar Club	8	19	15	5	11	58
21		Carolina Jaguar Club	7	8	12	5	5	37
34		Jaguar Society of South Carolina	8	11	22	10	8	59
55		Music City Jaguar Club	2	3	10	3	5	23
56		Smoky Mountain Jaguar Club	5	7	2	2	3	19
12		Virginia Jaguar Club	2	7	8	3	1	21
68	SE	Jaguar Club of SW Florida	1	1	7	3	5	17
		SE Region Summary	61	92	138	62	59	412
		Member at Large	2	15	39	31	32	119
		No referral (insufficient information in request)	1	0	0	0	0	1