



Jaguar Clubs of North America
Annual General Meeting
AGM Package
Saturday, March 21, 2020
Las Vegas, NV.

Saturday, March 21, 2020, JCNA AGM Meeting Agenda

A-0	<u>Agenda</u>		yes
A-1	<u>Introduction</u>	Les Hamilton	verbal
A-2	<u>Introduction of the Board of Directors</u>	Board of Directors	yes
A-3	<u>Delegate Roll Call</u>	Bob Matejek	yes
A-4	<u>Administrative Instructions</u>	Bob, & Steve Kennedy	yes
A-5	<u>Approval of the 2019 AGM Minutes</u>	Bob Matejek	yes
A-6	<u>Old Business</u>	None	---
A-7	<u>New Business</u>	Included in Committee Reports	---

Committee Reports:

			<u>Report?</u>
CR-1	<u>President's Perspective</u>	Les Hamilton	yes
CR-2	<u>JCNA Liaison Report</u>	Barbara Grayson	yes
CR-3	<u>JLR Liaison Report</u>	Fred Hammond	yes
CR-4	<u>JCNA Treasurers Report</u>	Bill Sihler	yes
CR-5	<u>JCNA Financial Status and Possible Dues Increase</u>	Les and Bill	yes
CR-6	<u>Coventry Foundation Liaison Report</u>	Gary Vaughan/George Camp	yes
CR-7	<u>Business Committee Report</u>	Gary Vaughan	yes
CR-8a	<u>Proposal was dropped from consideration</u>		---
CR-8b	<u>Proposal to move the AGM to Early March</u>	Les Hamilton	yes
CR-8c	<u>Proposal to not sanction events during the AGM and IJF</u>	Craig Kerins	yes
CR-8d	<u>Proposal to keep AGM and IJF from Holidays</u>	Steve Kennedy	yes
CR-8e	<u>Proposal to Raise Dues</u>	Les Hamilton / Bill Sihler	yes
CR-8f	<u>Use PDF Concours Score Sheets</u>	Philip Lodge	yes
CR-8g	<u>Interactive Membership Spreadsheets</u>	Philip Lodge	yes
CR-9	<u>Election Committee Report</u>	Gerry Ellison	yes
CR-10	<u>Membership Outreach Efforts / PTS, pg. 1</u>	Nedra Rummell	yes
CR-10a	<u>Membership Outreach Efforts / PTS, pgs. 2,3,4</u>	Nedra Rummell	yes
CR-11	<u>Membership Committee Report</u>	Mark Mayuga	yes
CR-12	<u>IJF Committee</u>	Mark Mayuga	yes
CR-12a	<u>IJF Committee Overview</u>	Mark Mayuga	yes
CR-13	<u>Legal Counsel Report</u>	Rob Thuss	yes

CR-14	<u>Administrator's Report</u>	George Camp	yes
CR-15	<u>JCNA Archives Report</u>	George Camp	yes
CR-16	<u>Publications</u>	George Camp	yes
CR-17	<u>Tool Loan</u>	George Camp	yes
CR-18	<u>Technical Help Line</u>	George Camp	yes
CR-19	<u>Concours Committee Report</u>	Jim Sambold	yes
CR-20	<u>JCRC Concours Rules Committee Report</u>	Hal Kritzman	yes
CR-21	<u>Concours Rule Book</u>	Hal & Steve Kennedy	yes
CR-22	<u>Protest Committee Report</u>	Knick Curtis	yes
CR-23	<u>Rally Committee Report</u>	Bill Beible	yes
CR-24	<u>Slalom Committee</u>	John Larson	yes
CR-25	<u>Competition Insurance Coverage</u>	Gary Vaughan	yes
CR-26	<u>Special Awards Committee Report</u>	Bob Matejek	yes
CR-27	<u>Trophy Report</u>	Dave McDowell	yes
CR-28	<u>Awards Mgmt. and Competition Awards</u>	Dave McDowell	yes
CR-29	<u>Jaguar North American Archives</u>	Fred Hammond	yes
CR-30	<u>JCNA Website Status and Update</u>	Jack Humphrey	yes
CR-31	<u>Jaguar Journal</u>	Peter Crespin	yes
CR-32	<u>Jaguar Journal Committee Report</u>	Rob Thuss	yes
CR-33	<u>Publicity & Social Media</u>	Kristina Newton/Les Hamilton	yes
CR-34	<u>JJ and Web Site Advertising</u>	Diane Dufour	yes
CR-35	<u>JCNA Strategic Planning Worksheet</u>	Jack & Les	yes
CR-36	<u>2019 Event Roll-up</u>	Jack Humphrey	yes
CR-37a	<u>2020 IJF Complete Presentation</u>	Phil Mannino – Jag SW FL	yes
CR-37b	<u>2020 IJF Schedule</u>	Phil Mannino – Jag SW FL	yes
CR-37c	<u>2020 IJF Registration Form</u>	Phil Mannino – Jag SW FL	yes
CR-38	<u>2021 AGM Proposal hosted by JAG SF/Bay Area</u>	Les Hamilton	yes
CR-39	<u>2021 IJF -Dallas with Exotic Car Show</u>	Dave McDowell	yes
CR-40	<u>2022 AGM on Long Island, hosted by JDCLI (3/17-20)</u>	Mike Carroll & Bill Beible	yes
CR-41	<u>2022 IJF Proposal</u>		no
CR-42	<u>Security Alerts</u>	Les Hamilton	yes
Misc.	<u>Open discussion from the floor.</u>	All the delegates and guests	none

JCNA Board of Directors

President	Les Hamilton
Vice President	Mike Meyer
Elected Member to the Exec Comm.	Dave McDowell
Secretary	Bob Matejek
Legal Counsel	Rob Thuss
Past President	Jack Humphrey
Treasurer	Bill Sihler
JLR Liaison	Fred Hammond
Honorary Vice President	Kim McCullough, VP Jaguar Cars
NW Regional Director	Carole Borgens
<u>NW Regional Director</u>	<u>Kurt Jacobson</u>
SW Regional Director	Mark Mayuga
<u>SW Regional Director</u>	<u>Les Hamilton</u>
NC Regional Director	Mike Meyer
<u>NC Regional Director</u>	<u>John Boswell</u>
SC Regional Director	Dave McDowell
<u>SC Regional Director</u>	<u>Ron Wallis</u>
SE Regional Director	Ron Gaertner
<u>SE Regional Director</u>	<u>Craig Kerins</u>
NE Regional Director	Bill Beible
<u>NE Regional Director</u>	<u>Dean Cusano</u>

	<u>JCNA Administration</u>	<u>Delegate #1</u>	<u>Delegate #2</u>
	JCNA President	Les Hamilton	
	JCNA Vice President	Mike Meyer	
	JCNA Secretary	Bob Matejek	
	JCNA Treasurer	Bill Sihler - D	
	JCNA Legal Counsel - Rob Thuss	absent	
	JLR Liaison - Fred Hammond - D	absent	
	JCNA Past President	Jack Humphrey	
	<u>North West Region</u>		
NW-32	Jaguar Owners Club of Oregon	Barbara Grayson - D	Barbara Grayson - D
NW-41	Jaguar D & R Club of NW America	Ray Papineau - D	Linda Roberts - D
NW-42	Canadian XK Jaguar Register	Carole Borgens - D	Carole Borgens - D
NW-61	Jaguar Car Club of Victoria	Carole Borgens - P	Carole Borgens - P
	NW Regional Director	Carole Borgens - D	
	NW Regional Director	Kurt Jacobson - D	
	<u>North Central Region</u>		
NC-13	Illinois Jaguar Club	John Boswell - P	John Boswell - P
NC-19	Jaguar Affiliates Group of Michigan	Bob Matejek - D	Bob Matejek - D
NC-28	Jaguar Club of Ohio	Mike Meyer - D	Paul Cusato - D
NC-29	Jaguar Assn of Central Ohio	Mike Meyer - P	Mike Meyer - P
NC-43	Ontario Jaguar Owners Assn	Tony Burgess - D	Josephine O'Brian - D
NC-45	Jaguar Club of Pittsburgh	Nicolas Barran - D	Mike Meyer - P
NC-47	Wisconsin Jaguar Ltd	John Boswell - D	Bunni Boswell - D
NC-49	Jaguar Drivers Club Area 51	Mike Meyer - P	Mike Meyer - P
NC-51	Jaguar Assn of Greater Indiana	Douglas Robbins - D	Cliff Burk - D
NC-59	Jaguar Club of Greater Cincinnati		
NC-63	Susquehanna Valley Jaguar Club	Mike Meyer - P	Mike Meyer - P
	NC Regional Director	John Boswell - D	
	NC Regional Director	Mike Meyer - D	
	<u>North East Region</u>		
NE-08	Jaguar Club of Southern New England	Hal Kritzman - D	Jan Kritzman - D
NE-18	Jaguar Assn of New England	Charles Centore - D	Aldo Cipriano - D
NE-22	Empire Division	Richard Clarkson - D	Richard Clarkson - D
NE-23	Jaguar Drivers Club of Long Island	Bill Beible - P	Dean Cusano - P
NE-24	Jaguar Afficionados of Greater Buffalo	Bill Beible - P	Bill Beible - P
NE-25	Jaguar Assn of Central New York	Bill Beible - P	Bill Beible - P
NE-26	Jaguar Touring Club	Bill Beible - P	Bill Beible - P
NE-33	Delaware Valley Jaguar Club	Bill Beible - D	Jay Greene - D
NE-40	Nations Capital Jaguar Owners Club	John Larson - D	Pete Crespino - D
NE-48	Ottawa Jaguar Club	Lee Harrington - D	Mike O'Brien - D
NE-52	Jaguar Auto Group	Bill Beible - P	Bill Beible - P
NE-67	Capital Region Jaguar Club of NY Ltd.	Bill Beible - P	Dean Cusano - P
	NE Regional Director	Bill Beible - D	
	NE Regional Director	Dean Cusano - D	

	<u>South West Region</u>		
SW-01	Jaguar Club of Southern Arizona	Lou Hardin - D	Lou Hardin - D
SW-02	Jaguar Club of Central Arizona	Jeff Genaro - D	Dennis Eynon - D
SW-03	San Diego Jaguar Club	Pete Reith - D	Nedra Rummell - D
SW-04	Jaguar Owners Club of LA	Mark Mayuga - D	Charlie Hallums - D
SW-05	Jaguar Associates Group - SF	Deborah Hartunian -D	Deborah Hartunian -D
SW-06	Sacramento Jaguar Club (need form)	Jerry Gardner - D	Linda Gardner - D
SW-07	Rocky Mountain Jaguar Club	Steve Kennedy - D	Bob Grossman - D
SW-39	Wasatch Mountain Jaguar Register		
SW-46	Reno Jaguar Club		
SW-60	Inland Empire Jaguar Club	Charlie Hallums - P	Nedra Rummell - P
SW-64	Jaguar Club of Southern Colorado	Rory Andrykowski - D	Jack Humphrey - D
SW-65	Jaguar Club of Northern Arizona		
SW-66	New Mexico Jaguar Club	Steve Kennedy - P	Deanie Kennedy - P
	SW Regional Director	Mark Mayuga - D	
	SW Regional Director	Les Hamilton - D	
	<u>South Central Region</u>		
SC-14	Jaguar Club Mexico	Alexander Mena - D	Alexander Mena - D
SC-16	Heart of America Jaguar Club	Dyle Wilson - D	Dyle Wilson - D
SC-17	Gulf Coast Jaguar Club	Ron Wallis - P	Ron Wallis - P
SC-20	Jaguar Assn of Greater St. Louis	Ron Wallis - P	Ron Wallis - P
SC-30	Jaguar Club of Tulsa	Ron Wallis - P	Ron Wallis - P
SC-31	Jaguar Club of Central Oklahoma	Ron Wallis - P	Ron Wallis - P
SC-35	Jaguar Owners Club of North Texas	Bryan Sanderford - D	Bryan Sanderford - D
SC-37	Jaguar Club of Austin	Billie Bailey - D	Billie Bailey - D
SC-38	Jaguar Club of Houston	Ron Wallis - D	Ron Wallis - D
SC-50	San Antonio Jaguar Club	Janet Martin - D	John Loeffelhlz - D
	SC Regional Director	Ron Wallis - D	
	SC Regional Director - Dave McDowell	Ron Wallis - P	
	<u>South East Region</u>		
SE-09	Jaguar Club of Florida	Jerry Wise - D	Jerry Wise - D
SE-10	South Florida Jaguar Club	Jerry Wise - P	Jerry Wise - P
SE-11	Sun Coast Jaguar Club of Florida	Craig Kerins - P	Craig Krins - P
SE-12	Virginia Jaguar Club	Ron Gaertner - D	Bill Sihler - D
SE-21	Carolina Jaguar Club	Ted Hill - D	Steve Thomas - D
SE-34	Jaguar Society of South Carolina	George Camp - D	George Camp - D
SE-54	Jaguar Club of North Florida	Craig Kerins - D	Craig Kerins - D
SE-55	Music City Jaguar Club	none	none
SE-57	North Georgia Jaguar Club	Jerry Wise - P	Jerry Wise - P
SE-62	North Alabama Jaguar		
SE-68	Jaguar Club of SW Florida	Phil Mannino - D	Derek Hayes - D
	SE Regional Director	Ron Gaertner - D	
	SE Regional Director	Craig Kerins - D	
	136 maximum possible delegates, 13 delegates are not represented,		
	123 voting delegates present, 62 votes is a majority		



Jaguar Clubs of North America

AGM Administrative Instructions

Please mute your cell phone.

If you must take a call, please take it out of the room.

Hopefully, everyone has looked over the agenda and all the reports before today,
as we are going to address each report but not line by line.

Minutes are taken as an exception to the 100 plus pages of the complete AGM Package.

If you have something to say, raise your hand to be recognized.

There will be several microphones placed around the room.

Move to a microphone or wait for it to be passed to you.

This meeting is scheduled to run from 8:00 AM to 3:00 PM.

There will be a break in the middle of the morning session, (around 9:30-9:45),

with lunch in the middle, (around 12-1),

and another break in the middle of the afternoon session, (around 1:30-1:45).

Parliamentarian procedures will be handled as they come up.

Is anyone in need of filing a Delegate/Proxy form, before the meeting starts?

All delegates and represented Clubs must be members in good standing with JCNA for 2020.

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

To follow the pages in your package of paperwork, the header shows the item number
and the page number in the footer shows the page in that item

Thanks to the Rocky Mountain Jaguar Club for their planning and execution at this AGM,
particularly Steve and Deanie Kennedy and all their fellow club members
that are helping during the entire AGM.



Jaguar Clubs of North America 59th Annual General Meeting - Minutes

March 23, 2019

Mahwah, NJ.

These AGM Minutes are an exception to the AGM Package which contained 118 pages.

New inputs and discussions are documented in these AGM Minutes.

To get a complete record of the AGM you will need both the AGM Package and the AGM Minutes, both which are/will be available on the JCNA Website.

A-1 Introduction

A-2 Introduction of the Board of Directors

A-3 Delegate Roll Call (attached at the end)

A-4 Administrative Instructions

A-5 Approval of the 2018 AGM Minutes

The Minutes from the 2018 AGM were approved as written.

A-6 Old Business

A-7 New Business

Committee Reports:

CR-1 President's Perspective

The President's Perspective is a combination from both Jack Humphrey and Barbara Grayson. JCNA Leaders, Directors and Members are doing an excellent job of getting the information out and for volunteering when asked.

Membership has been steady the past few years and we ended 2018 with 5234 members.

The budget is down but overall still OK.

Mark Mayuga is heading up Membership and has some great ideas.

All competition events went well with only two protests which were cleared up quickly.

Jack will continue as webmaster and keep things running smoothly. All scores are usually posted shortly after the event results are finalized.

The Coventry Foundation is growing with new donations.

The XK120 Judging Guide is up for full approval at this AGM.

The 60th Anniversary Pins are available for purchase.

The 2018 IJF went very smoothly and coming ones are being planned. We need Clubs to step up to keep the event running yearly.

The relationship with JLR is on track and we appreciate their monetary support. We thank them for hosting this AGM and sharing their facilities with us.

CR-2 JCNA Liaison Report

CR-3 JLR Liaison Report

CR-4 JCNA Treasurers Report

CR-5 Coventry Foundation Liaison Report

JLR Archives has donated a lot of JCNA material to the Coventry Foundation Archives. There was a full truck, trailer and many additional boxes of material transferred.

CR-6 Election Committee Report

Mike Meyer's address was corrected to be **8134** Crystal Creek.

Les Hamilton was elected President and Mike Meyer was elected as Vice President

CR-7 Membership Outreach Efforts / PTS

CR-8 Membership Committee Report

Committee members are Mark Mayuga (SW), Derek Haynes (SE), Nedra Rummell (SW), Ken Katch (NC), Eleanor Morris (NE), Sue Kornahrens, Lisa Schaffer, Roland Quintero.

The Membership Committee is available to help every JCNA Club.

CR-9 Business Committee Report

CR-10 Regalia Report

CR-11 Legal Counsel Report

CR-12 Administrator's Report

CR-13 Asst. Administrator (Roster and Membership)

CR-14 Publications

CR-15 Tool Loan

CR-16 Technical Help Line

CR-17 Concours Committee Report

The Request for Rule Change, to reduce the number of Concours summarized was denied.

A proposal is being prepared to separate Vintage and Modern cars separated at '96/'97.

Vintage cars would keep the current classes and judging requirements.

The Modern division would combine the current Championship and Driven classes.

This would reduce the number of classes and simplify judging with the boot and bonnet receiving less inspection since the engine compartments are mostly covered in plastic.

Authenticity would have less emphasis in the modern cars.

There was a lot of discussion, much of it unfavorable.

On a simple hand count, not a delegate count, 31 people wanted no change and 21 people would consider the change.

CR-18 JCRC Concours Rules Committee Report

Dick Cavicke has resigned as co-chair of the Jaguar Concours Rules Committee, JCRC and has been completely replaced by Hal Kritzman last year's other co-chair.
Several issues were clarified as questions had arisen in the previous judging season.
The JCRC Report was Approved.

CR-19 Concours Rule Book

For a car entered in S2, the Chief Judge must receive a list of deductions from originality prior to Concours judging.

CR-20 Protest Committee Report

CR-21 Rally Committee Report

Jay Hixson has requested a replacement as Rally Committee Chairman.

Update since the AGM:

Bill Bieble (DVJC) has agreed to become the Rally Committee Chair for 2019.

CR-22 Slalom Committee

CR-23 Special Awards Committee Report

CR-24 Trophy

CR-25 Awards Mgmt. and Competition Awards

The JLR Archive is now up to 7400 still images, 5000 35mm slides and 1100 videos digitized in the stand-alone archives.

CR-26 Jaguar North American Archives

The Archives now have 7400 films available.

CR-27 JCNA Website Status and Update

CR-28 Jaguar Journal

The 68 members of JCNA in Mexico are having delivery problems. They may have all member's copies sent to one member and they will be distributed locally.

The JJ could become a digital as well as a printed publication, but it would need to be secured, and our website is open to everyone.

CR-29 Jaguar Journal Committee Report

CR-30 Face Book Report

CR-31 JJ and Web Site Advertising

CR-32 2019 Event Roll-up

Currently there are 33 sanctioned out of 35 listed Concours, 5 sanctioned out of 9 listed Rally's and 4 sanctioned out of 7 listed Slalom's.

CR-33 2019 IJF Proposal – No proposal

- CR-34 2020 AGM in Las Vegas, hosted by RMJC
- CR-35 2020 IJF Proposal in Naples, FL, hosted by SW Florida
- CR-36 ~~2021 AGM Proposal in Tampa, hosted by Sun Coast Florida~~
- CR-37 ~~2021 IJF Proposal~~
- CR-38 2021 AGM and possible IJF - Proposal hosted by JAG SF/Bay Area
- CR-39 Jaguar Corral at Laguna Seca
- CR-40 Electronic Scams

Misc. Open discussion from the floor.

Combining the AGM and IJF would require almost a week in time and expenses for the participants.
Most AGM participants do not bring cars to the IJF, so it is not that extensive for most participants.

Bob Matejek
JCNA Secretary

**JCNA 2020 AGM
President's Perspective.**

2020 is the start of a new decade and brings both old and new challenges for JCNA and our partners, JLR and Coventry Foundation. Our membership and members car ownership are evolving with some of our more senior members, non-longer driving or competing while many newer members with more recent models are focused on enjoying the driving experience. Whether a long-time member or a newer member, Jaguar owners all enjoy talking about their passion, Jaguar Cars and socializing with other JCNA members so as JCNA evolves we need to take these changes in membership into account. An exciting change has been the arrival of I-Pace, soon to be followed by other JLR electric and hybrid vehicles complete with advanced driver assistance features. These vehicles bring a whole new paradigm to maintenance as we learned in Mahwah at the 2019 AGM. The new vehicles of the coming will still embody the Jaguar ethos and we will evolve to welcome them alongside the C types and E Types at club events.

At the AGM there will much discussion about Membership and how to attract more members into the clubs and to club events. There is no one size fits all solution here and different initiatives may be needed in different clubs and regions. Please share your ideas and experiences at the AGM.

The competition rules continue to evolve to address gaps in the current rulebooks and to refine the process for setting up competitive events which are after all, one of the cornerstones of JCNA Life.

One of JCNA's partners, The Coventry Foundation, will be speaking about their great work to ensure that the history of Jaguar, other British Automobiles and JCNA is secure, their passing on of repair and restoration skills to the next generation of auto enthusiasts and also the expansion of the all-important Tool Loan program.

In 2020 there are no changes to the Regional Directorships, and I thank these volunteers for the extra time and effort that they contribute to JCNA and to their Region.

JCNA is in midst of retooling the JCNA Website to improve security, maintainability and provide tools to improve membership and competition management. JCNA is also looking to increase the presence on Social Media as a communication channel to join the Jaguar Journal.

Part of the AGM is an opportunity to look back at 2019 and recognize the hard work and passion shown by the North America competition winners. We also recognize the significant contributors to JCNA's progress and the great creative work of Club Newsletters and articles with the Special Awards Program. I hope that you will be at the Awards Banquet to congratulate the awardees. JCNA and the JCNA clubs continue to be targeted by fraudsters and tricksters and while there will not be formal presentation at the AGM, you are reminded to treat emails and phone calls from unknown persons with caution and keep your guard up.

The AGM will be, as with all AGM's, a forum for information and opinion sharing and sometimes some robust discussions. You are encouraged to seek out unfamiliar faces and converse with them to learn about their and your challenges and successes. You never know you may leave Las Vegas with some new ideas and new friends.

Les Hamilton

JCNA President 2019-2020

2020 JCNA Liaison Report

JCNA and JLR continue a good open line of communication which benefits both JCNA and JLR. My communication at JLR is with Vin landimarino who reports directly to Kim McCullough and I occasionally communicate with Fred Hammond.

In April 2019 a MK2 badge mockup was sent in for approval. JLR requested the removal of JAGUAR from the upper portion of the badge and make it clearer on the badge that JCNA is celebrating 60 years of the MK 2 vehicle. To date I have not received a revised version of the badge to be approved.

In May 2019 JLR ask to verify the club usage of their logo on merchandise. Legal response was that the club agreement already permits a licensed club to sell merchandise to members or at a club event. Please know that this merchandise is not legally approved for wide-spread general consumption. In other words, not to sell to the open public.

If a printing company or manufacturer of promotional items, etc. requires additional authorization from JLR then a letter needs to be submitted for approval. (Contact Barbara Grayson to see sample letters are available from the San Diego and Pittsburgh Clubs.)

Vin was helpful is securing tickets for the NE clubs that requested tickets for the NY Auto Show and the Jaguar Celebration event in July.

The JLR private offer program continues with the 10% discount off MSRP to club members of at least 6 months membership in JCNA. For the vehicles included in the program visit the JCNA website.

The Special Event Sponsorship was received from JLR and the amounts were distributed to the requesting clubs by the decisions of the directors in their specific region. 2020 sponsorship request is due by February 28th.

Respectfully Submitted January 21, 2020
Barbara Grayson JCNA Liaison

Jaguar Land Rover Liaison Report

This year has been a year of great progress with both procedures and results.

Thanks to the efforts of Barbara Grayson of JCNA and Vin Landimatino of JLR, we have been able to streamline the processes and established procedures that have eliminated the previously known delays in payments, inquiries and so on.

Barbara's knowledge and here connections within JCNA have been invaluable. I know that speaking for JLR, while there are many challenges remaining, we are greatly pleased with the results.

We look forward to sorting the outstanding questions vis-a-vis Jaguar Journal advertising payments and establishing a relationship for Barbara and the replacement for Tyler Salmon (JLR), who has departed the company.

Fred Hammond
JLR Designated Board Member

JAGUAR CLUBS OF NORTH AMERICA
2020 Annual General Meeting
March 21, 2020, Las Vegas, Nevada

2019 Treasurer's Report
Respectfully Submitted by William W. Sihler

Overview

My hope had been that in 2019 JCNA would be able to add about \$10,000 to its reserves. Unfortunately, I was off by about \$20,000 too high, with the result being a reduction in reserves of \$15,000. Please see the attached statements covering revenue for the years 2016 through 2019. Net revenue from operations was up \$20,000, in part because of an accounting change.

JCNA's financial position is solid, however, with about \$270,000 in cash and investments even though the Money Market account was pulled down by \$15,000 to meet end-of-year bills. (Please see the balance sheets for 2018 and 2019.) Looking ahead, my guess, done with the benefit of review by others, for 2020's results show a further drop in reserves by \$58,550. Clearly, that rate of a draw on the reserves presents a serious challenge, particularly considering it does not include the cash costs of upgrading the website. Should JLR decide to reduce its support, the effect would be even more serious.

Income Review

Looking first at the operating results for JCNA excluding the *Jaguar Journal*, membership revenue declined slightly, about 3%. The trend is concerning because it reinforces the suggestion that new, younger members are not joining as fast as long-term members are retiring.

The Other Income account benefited from a change in accounting that now holds the costs of trophies in inventory until they are used rather than expensing them as delivered. Large orders are placed to get the benefit of significant volume discounts, which probably distorted the financial results in previous years. I anticipate trophy costs will show a much more negative figure in 2020 as these costs are recognized.

Expense Review

Operating expenses have been held down very well. The costs of JCNA's taking on the 2019 AGM, with JLR support, was offset by the absence of an International Jaguar Festival to help fund. The major increase in expenses was the cost of beginning the revision and upgrade of the JCNA Website, under Jack Humphrey's direction. There will likely be considerable cash needed for this effort in 2020 even though the decision has been made to spread the costs over

the next five years. As noted above, the cash to pay for the upgrade comes upfront even though the costs are written off over time.

Jaguar Journal

This very important component of JCNA services to members continues to be a financial challenge. Revenues from advertising has shown steady drop. The problem, at least in significant part, is that the *Journal's* circulation is small and specialized so that advertisers do not find it a productive use of funds. It would be nice to think the ad revenue has bottomed out, but that may be wishful thinking. Again, JLR support is critical. Miscellaneous "other products" have generated modest but declining revenues, and no such products are currently on the horizon.

Operating expenses continue to rise. Editorial costs were up, almost to the level of 2016. Part of the explanation is that the 2019 AGM occurred very late in the production cycle so that considerable extra effort was required to get reports of the meeting promptly to members. Postage costs are again increasing, although efforts are being made to reduce these by making sure that members' addresses are current. The cost of returned magazines is expensive. Printing and other costs have remained very level.

Summary

Despite some disappointing financial results, overall the costs and revenues were under control in 2019. The trend of the last two years is disappointing. The outlook for 2020 is concerning. As I noted last year, a dues increase is among the alternatives that should be considered. The cost of the JJ might be reduced by cutting back the number of pages in the JJ. Perhaps a fee should be charged for each car judged in a concours to help pay for the website.

There are ample resources to weather 2020, but it seems wise to consider providing how to reduce the drain in 2021.

	Actual				Estimate
JCNA	2016	2017	2018	2019	2020
Revenues					
Club dues	154,006	147,540	145,724	140,619	—
Mems at large	10,381	10,179	8,508	7,309	—
Misc.	230	1,225	3,965	2,290	—
Total Membership Inc.	\$164,617	\$158,944	\$158,197	\$150,218	\$146,000
Other Revenue					
Regalia, Pubs., net.	(11,088)	9,087	6	1,029	1,000
Trophies, net.	(28,935)	(4,252)	(27,920)	1,236	(10,000)
Interest	3,423	5,031	4,543	5,109	5,000
Other	—	—	—	88	—
Tool loan	197	1,205	658	544	550
Total Other Income	(36,403)	11,071	(22,713)	8,006	(3,450)
Total Rev. before JLR	\$128,214	\$170,015	\$135,484	\$158,224	\$142,550
JLR Contribution	29,703	25,000	25,000	25,000	25,000
Total Revenues	\$157,917	\$195,015	\$160,484	\$183,224	\$167,550
Operating Expenses					
Sponsored events	26,761	23,567	28,035	14,460	20,000
AGM, net	—	—	—	5,329	5,000
Member services	23,249	18,881	20,950	15,493	16,000
Insurance	13,897	14,689	15,040	15,157	15,300
Administration	26,800	27,300	21,800	19,200	19,200
Archival storage	—	—	6,500	6,000	6,000
Website	19,432	6,851	6,591	9,677	8,748
Website development/dep	—	—	—	420	6,662
Web administration	—	—	—	19,200	19,200
Other internet costs	—	—	—	—	2,500
Bank charges	4,445	4,191	2,968	3,553	3,500
Admin. Costs	5,970	6,856	6,486	7,132	7,500
Professional expenses	11,578	16,021	7,823	7,057	7,000
Meetings, travel	12,773	3,958	9,132	1,977	4,000
Awards, gifts	710	778	606	317	600
Total Operating Expenses	\$145,615	\$123,092	\$125,931	\$124,972	\$141,210
Net Income from Operations	\$12,302	\$71,923	\$34,553	\$58,252	\$26,340

<i>Jaguar Journal</i>					
Revenues					
Advertising	71,811	64,258	52,376	43,406	37,000
JLR Support	27,000	27,000	27,000	27,000	27,000
Tech lines	—	1,500	1,500	—	—
Other products	12,725	7,026	6,514	2,834	2,000
JJ copies	6,156	6,156	6,224	6,448	6,500
Thumb drives	4,692	2,916	107	354	300
Subscriptions, etc.	119	50	55	—	—
Total JJ Revenues	\$122,503	\$108,906	\$93,776	\$80,042	\$72,800
Expenses					
Editorial	47,125	32,955	38,455	45,335	51,000
Adv. Commissions	8,298	5,711	8,895	4,654	3,500
Mailing	35,263	36,072	33,318	36,889	39,000
Printing/Layout	63,673	56,646	54,261	52,495	52,000
Design fee	—	240	—	—	—
Liab. Insurance		1,996	1,996	1,996	2,000
Accounting	2,981	3,225	2,700	2,588	2,600
Bank charges	—	110	—	—	—
Other products	2,431	333	2,081	—	—
Miscellaneous	—	—	—	65	—
Total JJ Expenses	\$159,771	\$137,288	\$141,706	\$144,022	\$150,100
JJ Net Income (Loss)	-\$37,268	-\$28,382	-\$47,930	-\$63,980	-\$77,300
Total JCNA Net Income (Loss)	-\$24,966	\$43,541	-\$13,377	-\$5,728	-\$50,960

2020 Financial Report: Summary Balance Sheet		
02/18/20 05:32 PM		
December 31, 2020	2019	2018
Assets		
Bank accounts	\$271,110	\$290,338
Accounts receivable	32,312	29,723
Inventories	20,521	16,460
Other current assets	1,565	2,500
Other assets	834	9,374
Total assets	\$326,342	\$348,395
Liabilities		
Accounts payable	\$2,908	\$9,809
Reserves	323,434	338,586
Total liabilities and reserves	\$326,342	\$348,395

Current membership dues for JCNA Affiliated Club members are \$30/year. The \$30/year was enacted at the 2012 AGM and became effective in the 2013 membership year.

The Treasurers Report shows the financial results of the 2019 year and our best forecast for the 2020 fiscal year. 2019 had an operating loss of \$5,728 and reserve reduction of \$15,000. The operating loss is after adjustment to defer expenses redevelopment costs of the JCNA Website by depreciating these costs over the forecast life of the website. An operating loss of \$51,000 is forecast for 2020 with a further reduction in reserves of \$22,000. This forecast assumes continued support from JLR for event sponsorship and Jaguar Journal copies.

Some of the factors behind these changes are

- Reduced income from Membership dues and Jaguar Journal advertising revenues. The membership has been trending downwards for some time and the membership committee and the Board are reviewing methods to reverse this trajectory. Advertising revenues are tied to readership and hence membership and are also impacted by the broader move away from printed media advertising. Again, the Board is researching ways to mitigate these losses and reverse the trajectory.
- Increased expense for JCNA website support and redevelopment. In 2019 we commenced payment for Webmaster activities which added \$19,200 per year to our expenses going forward.
- Investment in the JCNA website. In 2019 the versions of the underlying software for the JCNA website became unsupported and hacker attacks on the vulnerabilities on the web server increased. Poorly defined requirements and defective design decisions made in the prior rewrite of the website caused additional issues when backing up the database and also limited our ability to add updated features and correct bugs. In the September 2019 Board Meeting after a review of alternatives, the JCNA Board Approved a project to upgrade and enhance the JCNA Website. The costs for the upgrade are incurred in 2019 and 2020 and are being expensed over 5 years. In 2020 the forecast operating costs are \$8,748 and an expense development cost of \$6,700.

The impact of these changes is that JCNA is depleting the reserves and so income from membership dues needs to increase. The current JCNA Board has reviewed and continues to review measures to reduce expense and increase income but believes that an increase in dues for 2021 and beyond is necessary and therefore recommends a dues increase of \$10 per member to become effective January 2021.

Coventry Foundation Liaison Report

2020 Annual General Meeting

As the liaison for the Coventry Foundation, I think it's important that everyone knows the mission of the Coventry Foundation.

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

Coventry Foundation has had a very busy year. They continue to gain support from JCNA clubs as well as individual sponsors. By the end of 2019, Coventry Foundation had 17 JCNA club patrons. And 1 non JCNA club patron and over 200 individual patrons. Additionally the foundation has obtained support from 3 major business patrons. They have also added the Amazon smile program. Please sign up, it is no cost to you, and part of your Amazon purchase will help the foundation. Fundraising is important to our continued growth, and to help provide services to the Jaguar Community.

Fund raising is just one side of the story, however. Coventry Foundation is also giving back in several ways. This last year the foundation named its third scholarship recipient at Penn Technical Collage, Logan VanBlargan. To date the foundation has given \$18,000 toward endowing scholarship grants. In addition, the students at Penn Technical College are now working with a foundation S3 E type Coupe, during a class on preservation of original cars. In August 2018, the foundation opened the Coventry Foundation Library/Research Center in Columbia SC. In 2019, they opened a second facility inside the Classic Showcase facility in So. Cal., to better support the Jaguar Community on the West Coast, and in Mexico. These facilities offer decades of Jaguar photographs, manuals, brochures, magazines, and house the tools used in the tool loan program, and an ever growing assortment of Jaguar cars, at the Columbia SC facility, for any Jaguar enthusiast's review. Then closer to home, Coventry Foundation awarded the 2nd annual Founders award in 2019, recognizing the JCNA member that exemplifies the mission and core values of the Coventry Foundation. The 2019 recipient was Dr. Gerald & Rebecca Mitchell. Dr and Mrs. Mitchell recently made a significant donation to the foundation that included 3 beautiful cars, and an assortment of Jaguar related material.

And finally, in late 2019, Coventry Foundation leadership made a deal to take over ownership and management of the British Sports Car Hall of Fame. Please visit the Hall of Fame website for more detailed information.

All of these accomplishments by the foundation are incredible considering the short time the foundation has been in existence. That said I feel JCNA needs to play a bigger part in the foundation. Last year the administrator agreed to lower his salary by \$500 a month with the suggestion we paid that \$500 a month to the foundation to cover the rental cost to store the JCNA records. Currently the foundation has completely assumed the tool loan program and done so in a more efficient manor by having 2 tool distribution locations. One on the East coast and another on the West coast. I would like to make a motion that JCNA increase it monthly contribution to the foundation to \$1,000.

For those individuals wanting more information about the Coventry Foundation, Please attend the seminar during the AGM or visit them at coventryfoundation.org or on Facebook.

Respectfully Submitted: Liaison

Gary Vaughan

Business Committee Report

2020 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, 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 as 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 the financial health.

The current Business Committee includes: Bill Beible, Gary Hagopian, Philip Taxman, Phil Endliss, Gary Kincel, Bill Sihler, 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 AGM, our financial health continues to be good. Please refer to the Treasurer's report by Bill Sihler Treasurer for JCNA.

Administrative Manager. George Camp has continued as JCNA's Administrative Manager. As the Administrator, George handles the day to day activities of the club. He is in constant communication with the President, Business Chairman, Treasurer, JCNA legal council, and other JCNA committee chairs.

JCNA Webmaster. Jack Humphrey is the JCNA Webmaster. As the Webmaster he oversees all content on the JCNA website, establishes email accounts, troubleshoots technical issues, and appraise the BOD on status and functionality of the website.

JCNA Insurance. J.C. Taylor continues to be our insurance broker. Currently we have General Liability through The Hartford 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, a Directors and Officers Liability policy with a limit of \$1,000,000 per occurrence and aggregate during a 12-month period, and a Multimedia Liability policy 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 affiliate club officers and directors as well as JCNA officers and directors. 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. We are currently working with our agent at J C Taylor for broader coverage of our General Liability policy. A single page explanation of our coverages is available for any club that has questions.

JCNA Shop. All merchandise is being handled through the UPS store in South Carolina with the exception of wearable merchandise which is being supplied through ZOME.

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 new firm to coordinate activities around billing for advertising both Jaguar Journal, and the Web.

Respectfully Submitted: Chairperson

Gary Vaughan

Jaguar Clubs Of North America, Inc.

AGM Proposal Form



To submit a proposal to the AGM,

1. Open this form and save it to your hard drive with a meaningful name, like AGM Proposal to _____.
2. With the form open, press the **Tab** key to move through the fields and type the information in.
3. When done, save the form and close it.
4. Attach it to an email to Secretary@JCNA.com or Post the form to:

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

NOTE: Use the Competition Rule Change form for Rule Book, Slalom & Rally changes.

As per the JCNA Bylaws, AGM Proposals must be submitted to the JCNA Secretary **AT LEAST forty five (45) days** prior to the AGM."

Title Proposal to increase move the date for the JCNA AGM to the first Saturday in March

State The Current Problem : (Use separate sheet if necessary)

The current schedule for the Board Meeting/AGM is for the event to be held the 3rd weekend in March. The timing causes some issue with the Concours program. Due to various reasons the "Competition Season" has expanded and now impinges on the AGM. In 2020 one club has a Sanctioned Concours ahead of the AGM and a second club a sanctioned Concours on the same weekend as the AGM. As the AGM is the event that ratifies/disapproves proposed changes to Concours/Slalom/Rally rules this leads to confusion about which Rulebook governs an event. Submissions of Club Rosters/Dues is a requirement for Delegate participation in AGM.

State The Proposed Solution Or Change: (Use separate sheet if necessary)

This proposal is to move the date for the JCNA to the first full weekend in March and not to sanction any proposed events scheduled prior to 14 days after the AGM, so that approved rule changes are available for the Judges update prior to Concours and all events in a Competition Season are governed by a consistent set of rules. While for the purposes of Rule Updates an earlier date would be desirable this would further compress the time for Roster submissions, Recognition and Competition awards, etc.

Reason for Solution or Change: (Use separate sheet if necessary)

To ensure that a consistent set of rules are govern all competitive events in calendar year.

Name:	Les Hamilton		
Club Name:	JCNA		
Phone Number:	408-759-2921	Fax No:	
Email:	President@jcna.com	Cell No:	
Postal Address:	9 Sommerset Vale		
City, State, Zip:	Monterey, CA, 93940		
Date submitted:	2/2/2020		

Jaguar Clubs Of North America, Inc. AGM Proposal Form



To submit a proposal to the AGM,

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Sanford, NC. 27330

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5.

As per the JCNA Bylaws, AGM Proposals must be submitted to the JCNA Secretary AT LEAST **forty five (45)** days prior to the AGM.”

Title AGM Proposal to eliminate major Scheduling Conflicts

State The Current Problem : (Use separate sheet if necessary)

Member clubs are scheduling major JCNA sanctioned events in conflict with JCNA annual meetings

State The Proposed Solution Or Change: (Use separate sheet if necessary)

JCNA sanctioned will not be issued to club concours, rally, or slaloms on weekends of the annual AGM or IJF

Reason for Solution or Change: (Use separate sheet if necessary)

The reason for this new rule would be to encourage participation in the major NJNA annual meetings, and enable club members to participate in a maximum number of events in their club and in their region.

Name:	Craig Kerins		
Club Name:	Jaguar Car Club of North Florida		
Phone Number:	706-726-0434	Fax No:	
Email:	craigkerins15@gmail.com	Cell No:	same as above
Postal Address:	4 Salt Marsh Drive		
City, State, Zip:	Fernandina Beach, FL 32034		
Date submitted:	Dec 8, 2019		

Jaguar Clubs Of North America, Inc.

AGM Proposal Form



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Sanford, NC. 27330

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Title Blocked Dates

State The Current Problem : (Use separate sheet if necessary)

Request that in addition to not having any sanctioned events during either the AGM date or IJF date that neither the AGM or IJF be scheduled during holidays. Yes, Halloween really isn't a holiday, but it takes people away from their homes when Tricker-Treaters expect someone to be home.

State The Proposed Solution Or Change: (Use separate sheet if necessary)

Don't schedule either the AGM or IJF during holidays, including Independence Day, Memorial Day, Labor Day or Halloween, etc.

Reason for Solution or Change: (Use separate sheet if necessary)

See above

Name:	Steve Kennedy		
Club Name:	Rocky Mountain Jaguar Club		
Phone Number:	303-489-3955	Fax No:	
Email:	skennedy@ecentral.com	Cell No:	303-489-3955
Postal Address:	8137 Zang St.		
City, State, Zip:	Arvada, CO 80005		
Date submitted:	December 16, 2019		

Jaguar Clubs Of North America, Inc.

AGM Proposal Form



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500 Westover Dr. #8354
Sanford, NC. 27330

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As per the JCNA Bylaws, AGM Proposals must be submitted to the JCNA Secretary **AT LEAST forty five (45)** days prior to the AGM."

Title Proposal to increase JCNA membership Dues for the 2021 year going forward

State The Current Problem : (Use separate sheet if necessary)

JCNA is currently operating with a negative trend and in 2019 we have been once again drawing down on our reserves. In 2019 the deficit was primarily due to increased web site support costs, website upgrade costs and Jaguar Journal associated costs. The costs for upgrades to the web site are being handled out the reserves. The annual increased costs are estimated at \$26,000/year. The last dues increase of \$8.00/year was approved at the 2012 AGM. The implementation occurred with the billing to members for the 2013 year.

State The Proposed Solution Or Change: (Use separate sheet if necessary)

Increase annual membership dues for Associate Members and Members at Large by \$6 per year commencing with the billing to members for the 2021 year.

Reason for Solution or Change: (Use separate sheet if necessary)

Name:	Les Hamilton		
Club Name:	JCNA		
Phone Number:	408-759-2921	Fax No:	
Email:	President@jcna.com	Cell No:	
Postal Address:	9 Sommerset Vale		
City, State, Zip:	Monterey, CA, 93940		
Date submitted:	2/2/2020		

Jaguar Clubs Of North America, Inc.

AGM Proposal Form



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As per the JCNA Bylaws, AGM Proposals must be submitted to the JCNA Secretary **AT LEAST forty five (45)** days prior to the AGM."

Title Allow conveyance of score sheets to entrants after a Concours by email as PDF files.

State The Current Problem : (Use separate sheet if necessary)

Currently the disposition of score sheets are governed by the following: Entrants, competing for Regional or North American standings, are very eager to receive their score sheets in order to correct discrepancies prior to the next event. The Chief Judge, or his/her designee, **MUST** send the **ORIGINAL** score sheets to the Entrants, as soon as practical but not later than 21 calendar days following the Concours. Score sheets, from concours held after November 9th, must be sent to Entrants no later than December 1st. The Chief Judge, or his/her designee, may retain copies for club records. Scores shall be posted on www.jcna.com as soon as possible, but no later than 21 days after the Concours and no later than December 1st.

By requiring the mailing of the original forms, the current rules do not take advantage of email conveyance.

State The Proposed Solution Or Change: (Use separate sheet if necessary)

Allow for the return of the score sheets to entrants as a PDF file and club retains the original. A **PDF** file is a "read only" **document** that cannot be altered without leaving an electronic footprint, and meets all **legal** requirements in a court of law. Furthermore, the **PDF** format is practical and economical by allowing the **documents** to be stored electronically.

Reason for Solution or Change: (Use separate sheet if necessary)

Reduces the cost of postage and manpower required for returning sheets manually. It can accomplish the task in a more timely manner. It allows for a uniform handling of the score sheets between clubs. Some examples of the benefits. We had a discrepancy in scoring and because we held the score sheets in PDF form the Chief Judge, President, and Participant were able to see and resolve the matter in a timely and amicable manner. A car being judged differently between Concours could be checked for consistency in judging.

Name:	Philip Lodge		
Club Name:	Sun Coast Jaguar Club		
Phone Number:	941 896-7989	Fax No:	
Email:	Lodge1@yahoo.com	Cell No:	412 296-9312
Postal Address:	9443 Portside Terrace		
City, State, Zip:	Bradenton, FL 34212		

Jaguar Clubs Of North America, Inc.

AGM Proposal Form



To submit a proposal to the AGM,

1. Open this form and save it to your hard drive with a meaningful name, like AGM Proposal to _____.
2. With the form open, press the **Tab** key to move through the fields and type the information in.
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Title Interactive membership spreadsheets

State The Current Problem : (Use separate sheet if necessary)

Each year we spend time reconciling membership our club roster and the JCNA roster, taking valuable time of our club officers and JCNA admin staff.

State The Proposed Solution Or Change: (Use separate sheet if necessary)

Have a common spreadsheet between the clubs and JCNA where common information could be maintained. Utilizing a tool like Google Sheets would allow this to happen. It is free to use. It maintains data integrity and audit trail by field. If you change a field there is no question as to who changed it and when. Both parties benefit in being able to access and change information in a controlled environment. Because it is cloud based you can have access anytime, anyplace, on any device. It has ability to download into common products like Microsoft Office.

Reason for Solution or Change: (Use separate sheet if necessary)

Who is a member? Who is a Judge? Who has paid their dues and when? What is the members address? All these things take time and effort to resolve. Adopting a common solution will not eliminate completely, but greatly reduce these problems.

Name:	Philip Lodge		
Club Name:	Sun Coast Jaguar Club		
Phone Number:	941 896-7989	Fax No:	
Email:	Lodge1@yahoo.com	Cell No:	412 296-9312
Postal Address:	9443 Portside Terrace		
City, State, Zip:	Bradenton, FL 34212		
Date submitted:	2/3/2020		

JAGUAR CLUBS of NORTH AMERICA **NOMINATING COMMITTEE**

MEMBERS: Gerald Ellison - Chair - nominating@jcna.com
Howard Lee Smith and Lisa Schafer

TO: ROBERT MATEJEK
Secretary - JCNA

The following is the report of the JCNA Nominating Committee:

As there were **NO** opposing nominations – the following were unanimously re-elected to the position of **Regional Director** - for the **2020 – 2022** (2-year) Term of Office !! – Again serving as Regional Director in their respective **JCNA Regional Districts** are the following:

- **Bill Beible** -(DVJC)- - for the *North-East Region*;
- **W. Ronald Gaertner** – (VJC) - for the *South-East Region*;
- **John Boswell** – (Wis.Jag.Ltd.) – for the *North-Central Region*;
- **Ronald Wallis** –(JC Houston) - for the *South-Central Region*;
- **Carole Borgens** – (Can. XK JR) - for the *North-West Region*;
- **M. Mark Mayuga** – (JOC, LA) - for the *South-West Region*;

(I would like to Sincerely Thank each of these individuals for their dedication to the Jaguar Clubs of North America, by serving the needs of the Clubs and Members of their respective Regions. -- THANK YOU VERY MUCH !!!!! - (gle))

=====

THE NEXT JOB of the Nominating Committee –is to seek **Nominations** for the position of **President and Vice-president** of **JCNA** for the **2020 - 2021** (one year) **Term of Office on the JCNA Executive Committee.**

As you know, nominations for these positions are usually made by “Self-Nomination” by **currently serving Regional Directors**, and those eligible to serve must have also been elected to serve on the Board of Directors **during the period of Executive Committee service.** A notice of the availability of these positions on the Executive Committee has been sent to each of the current **2019–to-2021 Regional Directors**, **and** also sent to each of the “newly-Re-elected” **2020-to-2022 Regional Directors.**

*(The potential Candidate must also be serving as a **Regional Director** during the **2020 - 2021** term of Office as an **Officer** of the **JCNA Executive Committee**).*

**THE CURRENT LIST OF OFFICER CANDIDATES FOR THE JCNA
EXECUTIVE COMMITTEE HAVING BEEN RECEIVED BY THE
NOMINATING COMMITTEE IS :**

**** for PRESIDENT : LESLIE R. HAMILTON** of the *Jaguar Club of San Francisco* and currently serving his first term as **President of JCNA**. Leslie is currently serving as **the 2019-to- 2021 South-West Regional Director**, and is thus eligible for seeking the office of **President** for the **2020-to-2021 term office** at the Election of **JCNA Officers** at the **AGM in March 2020**.

Les will be seeking his second term as President of the JAGUAR CLUBS of NORTH AMERICA.

**** for VICE-PRESIDENT: M. MARK MAYUGA** of the *Jaguar Owners Club, Inc. of Los Angeles*. Mark is currently as **Regional Director** of the **South-West Region of JCNA**– and has been recently **re-elected** to that position for the **2020-to-2022 term of Office on the JCNA Board of Directors** – and is thus eligible for seeking election as **Vice-President** of the **JCNA** at the **AGM in March 2020**.

Mark will be seeking his first term as the Vice-President of the JAGUAR CLUBS of NORTH AMERICA.

On the day of the **AGM**, the list of nominees will be presented to the Delegates.
ADDITIONAL NOMINATIONS OF OTHER ELIGIBLE REGIONAL DIRECTORS MAY ALSO BE MADE FROM THE FLOOR. When all nominations have been made, the election of the **President & Vice-president** of the **JCNA Executive Committee** for **2020 - 2021** will occur by the majority vote of the Delegates attending (*and by Proxy*) at the **AGM**.
The new board and officers shall take office upon completion of the business of the AGM.

=====

Regards,

Gerald Ellison
Chair – JCNA Nominating Committee

(AND with many THANKS to the other Members of the JCNA Nominating Committee!!)

=====

CR 10: Member Outreach Efforts - Passport to Service (PTS)

Summary Report 2012 through 2019

Time Period >>>>>>>>	SEP- DEC 2012	CY 2013	CY 2014	CY 2015	CY 2016	CY 2017	CY 2018	CY 2019	Total
# of Inquiries Received	140	322	429	235	209	194	154	112	1795
# of Referrals to Clubs	210	419	523	261	224	208	161	120	2126
# of Referrals to MAL	2	15	39	31	31	24	0	4	146
# who joined JCNA	24	56	83	19	4	4	5	4	199
Success rate: (# joined/# inquired)	17.14%	17.39%	19.35%	8.09%	1.91%	2.06%	3.24%	3.57%	11.09%

Total Referrals by Region	2012-2019	2019
Northwest	76	5
Southwest	392	32
North Central	345	20
South Central	307	12
Northeast	454	25
Southeast	526	25
Member-At- Large	146	4
Other - Not enough information	1	0

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 sharply since then. The reason for the decline is unknown, but suspect the Dealer Discount Program.
- It is not known how many referrals are actually pursued (or how vigorously) by local clubs.

Google Map (public link from JCNA website) – 26,687 views as of January 29, 2020.

The URL for the map showing the location of all JCNA-affiliated clubs is

<https://drive.google.com/open?id=1EnCwdMySxo9ipnbsfILdnfH44pc&usp=sharing> .

Submitted by:

Nedra Rummell

JCNA Member Outreach – Passport to Service

JCNA Membership Committee

Time Period	Sep-Dec 2012	CY 2013	CY 2014	CY 2015	CY 2016	CY 2017	CY 2018	CY 2019	TOTAL
Total Number of Club Locator Requests Received	140	322	429	235	209	194	154	112	1795
Total Number of Referrals to Clubs (See Notes)	210	419	523	261	224	208	161	120	2126
Total Number of Referrals as MAL (See Notes)	2	15	39	31	31	24	0	4	146
Number of Requestors who Joined JCNA	24	56	83	19	4	4	5	4	199
Success rate (# Requests Received/# Joined	17.14%	17.39%	19.35%	8.09%	1.91%	2.06%	3.25%	3.57%	11.09%

Club #	Region	Club Name	Referrals	Referrals	Referrals	Referrals	Referrals	Referrals	Referrals	Referrals	Referrals
44	NW	Pacific Jaguar Enthusiasts Group	1	0	2	0	1	0	1		5
42	NW	Canadian XK Jaguar Register	1	0	2	0	1	0	0	0	4
61	NW	Jaguar Car Club of Victoria	1	0	0	1	0	0	0	1	3
32	NW	Jaguar Owners Club of Oregon	1	6	7	3	4	0	2	3	26
41	NW	Jaguar Driver's and Restorer's Club of NW America	5	5	8	7	5	4	3	1	38
		NW Region Summary	9	11	19	11	11	4	6	5	76

65	SW	Jaguar Club of Northern Arizona	0	0	2	0	1	0	1	0	4
2	SW	Jaguar Club of Central Arizona	3	4	3	4	5	0	1	4	24
1	SW	Jaguar Club of Southern Arizona	0	1	2	2	0	0	3	2	10
5	SW	Jaguar Associate Group	3	16	22	9	5	12	6	8	81
4	SW	Jaguar Owners Club of Los Angeles	10	30	12	10	10	16	7	7	102
6	SW	Sacramento Jaguar Club	1	7	7	1	4	5	0	1	26
3	SW	San Diego Jaguar Club	3	2	3	2	2	6	0	4	22
60	SW	Inland Empire Jaguar Club	2	12	6	9	3	9	0	2	43
7	SW	Rocky Mountain Jaguar Club	3	1	4	3	1	8	1	1	22
64	SW	Jaguar Club of Southern Colorado	2	0	3	0	1	0	1	2	9
36	SW	Jagaur Club of Greater Las Vegas	1	3	7	0	4				15
46	SW	Reno Jaguar Club	0	3	2	0	0	2	1	1	9
39	SW	Wasatch Mountain Jaguar Register	0	2	4	2	1	0	0	0	9
66	SW	New Mexico Jaguar Club	2	2	5	3	1	1	2	0	16
		SW Region Summary	30	83	82	45	38	59	23	32	392

Club #	Region	Club Name	Referrals	Referrals	Referrals	Referrals	Referrals	Referrals	Referrals	Referrals	Referrals
43	NC	Ontario Jaguar Owners Association	0	3	5	3	0	2	4	1	18
13	NC	Illinois Jaguar Club	7	16	15	13	5	7	7	6	76
51	NC	Jaguar Association of Greater Indiana	4	7	8	2	1	1	4	3	30
49	NC	Jaguar Drivers Club Area 51	0	8	5	2	1	0	2	2	20
19	NC	Jaguar Affiliates Group of Michigan	3	13	13	2	3	5	2	3	44
29	NC	Jaguar Association of Central Ohio	1	9	3	2	1	2	1	0	19
28	NC	Jaguar Club of Ohio	1	5	9	2	2	2	3	1	25
59	NC	Jaguar Club of Greater Cincinnati	1	6	4	2	2	0	1	0	16
45	NC	Jaguar Club of Pittsburgh (NC region)	1	3	4	1	7	2	4	3	25
63	NC	Susquehanna Valley Jaguar Club (NC Region)	4	5	11	11	2	2	3	0	38
47	NC	Wisconsin Jaguars Ltd.	3	10	11	2	1	2	4	1	34
		NC Region Summary	25	85	88	42	25	25	35	20	345

15	SC	Great Plains Jaguar Owners Association	0	0	2	0	2				4
17	SC	Gulf Coast Jaguar Club	9	7	7	2	25	1	1	0	52
14	SC	Jaguar Club of Mexico	0	0	1	0	1	0	0	0	2
16	SC	Heart of America Jaguar Club	4	9	5	6	24	3	1	1	53
20	SC	Jaguar Association of Greater St. Louis	4	6	4	3	17	1	0	0	35
31	SC	Central Oklahoma Jaguar Association	0	3	5	0	8	1	0	1	18
30	SC	Jaguar Club of Tulsa	0	0	3	6	9	0	1	1	20
37	SC	Jaguar Club of Austin	3	3	2	1	9	5	0	2	25
38	SC	Jaguar Club of Houston	3	6	8	12	29	7	3	0	68
35	SC	Jaguar Owners Association of North Texas	4	10	18	5	37	6	11	6	97
58	SC	Jaguar Drivers Club of North Texas	4	10	18	5	37				74
50	SC	San Antonio Jaguar Club	3	1	6	1	11	1	1	1	25
		SC Region Summary	34	55	79	41	43	25	18	12	307

48	NE	Ottawa Jaguar Club	0	7	2	0	0	1	1	1	12
8	NE	Jaguar Club of Southern New England	2	4	7	6	3	2	0	3	27
18	NE	Jaguar Association of New England	7	11	15	11	11	2	4	5	66
26	NE	Jaguar Touring Club	6	6	11	6	4	8	5	2	48

Club #	Region	Club Name	Referrals	Referrals	Referrals	Referrals	Referrals	Referrals	Referrals	Referrals	Referrals
22	NE	Empire Division	2	13	23	3	2	6	4	6	59
52	NE	Jaguar Auto Group	6	7	10	3	1	3	1	0	31
24	NE	Jaguar Aficionados of Greater Buffalo	3	4	5	3	3	1	2	2	23
25	NE	Jaguar Association of Central New York	6	6	2	2	2	1	2	0	21
23	NE	Jaguar Drivers Club of Long Island	2	3	11	2	0	4	4	4	30
67	NE	Capitol Region Jaguar Club of New York					2	12	0	1	15
33	NE	Delaware Valley Jaguar Club (NE region)	8	12	15	12	14	8	5	4	78
40	NE	Nation's Capital Jaguar Owners Club	9	20	13	10	6	1	8	3	70
		NE Region Summary	51	93	117	60	48	49	36	31	485

54	SE	Jaguar Car Club of North Florida	6	8	14	2	2	1	1	3	37
9	SE	Jaguar Club of Florida	4	3	5	8	3	3	4	3	33
10	SE	South Florida Jaguar Club	9	6	19	11	9	5	7	1	67
11	SE	Sun Coast Jaguar Club of Florida	6	10	16	9	5	3	5	3	57
62	SE	North Alabama Jaguar Club	3	9	8	1	2	3	1	2	29
57	SE	North Georgia Jaguar Club	8	19	15	5	11	10	10	4	82
21	SE	Carolina Jaguar Club	7	8	12	5	5	7	1	4	49
34	SE	Jaguar Society of South Carolina	8	11	22	10	8	7	5	2	73
55	SE	Music City Jaguar Club	2	3	10	3	5	4	2	1	30
56	SE	Smoky Mountain Jaguar Club	5	7	2	2	3	1	1	2	23
12	SE	Virginia Jaguar Club	2	7	8	3	1	2	2	0	25
68	SE	Jaguar Club of Southwest Florida	1	1	7	3	5	0	4	0	21
		SE Region Summary	61	92	138	62	59	46	43	25	526
		Member at Large	2	15	39	31	31	24	0	4	146
		No referral (insufficient information in request)	1	0	0	0	0	0	0	0	1

JCNA Annual General Meeting, Las Vegas NV March 19-22, 2020

MEMBERSHIP COMMITTEE REPORT 2019

M. Mark Mayuga, Chairman

The 2019 Membership Committee held several phone conferences and “mystery shopper” phone calls regarding the overall State of the Membership for the JCNA Clubs. The following areas were identified as areas of concern and innovation:

1. Updating newly elected club officers on the website was not being accomplished in a timely manner. The Chairman of PASSPORT to SERVICE had to chase down new club officers for new membership referrals.

NEGATIVE

2. Several clubs reported concerns regarding decline in membership and the ability to sustain a viable organization:
(i) Decline in event participation; (ii) Aging membership; (iii) Members selling their cars and dropping out of their club; (iv) Difficulty in recruiting a Club Membership Chairman to manage the member information and updates; (v) Increase of member dues to cover basic club expenses has been a continuous subject; (vi) Keeping new members after one year of participation; (vii) Wanted to join because of driving events but there was too much focus on car shows; (viii) Turned-off by club politics and elite groups; (ix) Need more support from local dealers.

POSITIVE

3. On a happier note there were some very innovative ideas put forth by clubs and individual members:
(i) Encourage ASSOCIATE MEMBERSHIP in neighboring clubs as mutual support; (ii) Assign a “buddy” to shepherd a new member at events; (iii) Have Club Newsletter do a feature on the new members with pictures and interviews; (iv) Have a “NEW MEMBER” event where the club treats the new member to lunch or underwrites their admission to an event; (v) Have a “dealer night” reception/dinner where the local JLR dealer is featured and gives a presentation at their facility; (vi) Make advertisers members of the club as long as they advertise, thus receiving current events and assures their advertisement is reaching membership; (vii) Convert to electronic EBLASTS and EClubNEWS with weekly and bi-weekly club doings; (viii) Support advertisers featured services and products at club meetings with displays and demonstrations; (ix) Invite other car clubs to joint events; (x) Stage semi-annual Regional Events with all clubs in JCNA Region participating; (xi) Start membership renewal earlier in September with a

“kick-off” event such as a dinner or brunch; (xii) Create a “breakfast club” that meets once a month (JAGS ‘n JAM) just to have a social event to talk about cars and stuff; (xiii) Create mentorship for each elected position; (xiv) make club website an inter-active feature for advertisers; (xv) adopt a charity or support veterans events.

- 4. The “Membership” is changing as reflected in the new products that Jaguar Cars is now offering. Many of these new owners of used and new Jaguars are not “car guys or gearheads” rather they are just wanting to own something different or they have always aspired to own a Jaguar, and this is their first adventure into Jaguar ownership. We need to cultivate a new member culture in this diverse group of potential members as they are the future of the JCNA club body.**

The Membership committee continues to monitor the changing landscape that is the JCNA family. We are looking to innovate ways to better communicate themes and programs, encourage inter-club events, regional support of membership development, and feature the value of JCNA membership to both clubs and individual members.

Respectfully submitted,

M. Mark Mayuga, JCNA Membership Committee Chairman

JOCLA 2020 President

JCNA Annual General Meeting, Las Vegas NV, March 19-22, 2020
International Jaguar Festival (IJF) Organizing Committee Report 2019
IJF Committee Chairman: M. Mark Mayuga

Subject: 2020 JCNA International Jaguar Festival, Fort Meyers, Florida
Host Club: Jaguar Club of South West Florida
Event Date: OCTOBER 28-NOVEMBER 1, 2020
Event Chairman: Phillip Mannino, 2020 Jaguar Club SWF President

The Jaguar Club of South West Florida is hosting the 2020 JCNA International Jaguar Festival in FORT MEYERS FLORIDA. The event location is the SANIBEL MARRIOTT HARBOUR RESORT AND SPA, 17260 Harbour Pointe Drive, Fort Meyers, Florida 33908.

This is a JCNA SANCTIONED EVENT includes:

- **JCNA CONCOURS for CHAMPION, DRIVEN, SPECIALTY, and DISPLAY**
- **JCNA RALLY**
- **JCNA SLALOM**

Other Events include:

- **Tour of the REVS INSTITUTE (Automotive Museum, former BRIGGS CUNNINGHAM COLLECTION)**
- **DINNER CRUISE on the Bay**
- **WELCOME RECEPTION (explore Sanibel Island for dinner)**
- **AWARDS BANQUET for Concours and featured speakers**
- **SCENIC TOUR of historical and sightseeing points of interest**
- **AWARDS BANQUET for Rally and Slalom**
- **FAREWELL BREAKFAST and Special Awards**

The representatives from the Jaguar Club of South West Florida have been closely working with Mark Mayuga, Chairman IJF Comm., to organize this major international event. Phil Mannino, Event Chairman, contacted Mayuga in 2019 after reviewing the IJF Santa Barbara Event Organizing Outline and proposed to host the IJF in 2020 in FORT MEYERS FLORIDA using the afore mentioned outline.

Mr. Mannino has taken full charge of the proposed event and has invited FLORIDA based clubs to help in organizing the 2020 IJF. He has assigned each

participating club to specific events and has been given wide ranging support from these clubs in his region. Phil has also participated in quarterly update phone calls with Mark Mayuga and Les Hamilton to keep them abreast of his organization's successes and challenges. Phil has shown a tremendous energy in organizing and pursuing each venue's scheduled event. He also has organized "sponsorship" programs to underwrite event expenses and continues to pursue those sponsorship dollars. The Slalom Committee is still seeking a venue to stage the JCNA SLALOM, this was also a problem for the 2018 IJF in Santa Barbara, but was resolved at the eleventh hour, Phil is hopeful on a new event site that might come available. The Concours and Rally events have been finalized, as well as the social and banquet arrangements. The REVS Institute tour is finalized as is the "Dinner Cruise on the Bay", both events have limited seating.

Phil Mannino will be attending the 2020 AGM in Las Vegas to present the events outline and highlights of the 2020 IJF FORT MEYERS in detail and will provide handouts to the delegates. Mannino has already coordinated event announcements in the JAGUAR JOURNAL with Peter Crespin and has established an event website for event registration. Phil credits the articles in the Jaguar Journal in helping to organize the IJF in FLORIDA and looks forward to seeing it to a successful conclusion. His goal is to have all the participants enjoy the casual attitude of South Florida and enjoy the weather and the camaraderie of the Jaguar Club members participation.

Event Chairman's:

IJF Chairman: Phil Mannino

Concours Chairman/Chief Judge: Phil Mannino, Craig Kerins

Rally Master: Jay Hixson, David Milligan

Slalom Steward: Tom Wright, John Dent

Scenic Tour: John McCarthy

Supporting Club's:

Sun Coast Jaguar Club, Jaguar Club of Florida

Hotel registration is the responsibility of the participant:

Sanibel Marriott Resort & Spa 17260 Harbour Pointe Dr.,

FORT MEYERS FLORIDA 33908, spares@sanibel-resort.com

HOTEL RESERVATIONS: (239) 466-4000, mention "Jaguar Club Festival"

ONLINE HOTEL RESERVATION: www.sanibelmarriott.com, click on DATE BOX; enter arrival/departure/ click Special Rate and scroll to "GROUP CODE" #jcsjcsr; select room, View Rate; click "to book"

Information and Questions:

Phil Mannino: (407) 312-0218, email: philmannino2@gmail.com

Respectfully submitted,

M. Mark Mayuga, IJF Organizing Chairman

JCNA Annual General Meeting, Las Vegas NV, March 19-22, 2020

International Jaguar Festival (IJF) Organizing Committee Overview Report 2019

IJF Committee Chairman, M. Mark Mayuga

The International Jaguar Festival Overview: The Event

The International Jaguar Festival (IJF) is the premier event for the Jaguar Clubs of North America (JCNA) organization. This international event features a Concours 'd Elegance of historic and contemporary Jaguar automobiles; competition events including Rally and Slalom; participation of JCNA club members from all over North America; event social gatherings including banquets, receptions, and special tours; also featuring automobile restoration, services, and aftermarket parts. The IJF is an opportunity for all JCNA club members to enjoy their passion and love for all things Jaguar.

YES or NO, should we consider hosting an IJF?

JCNA members attend events because they enjoy the camaraderie, competition, the opportunity to share and meet folks who have the same passion as they do. Don't be afraid to consider hosting an International Jaguar Festival in your Region. The Festival is a team effort, whether it's your club or clubs in your Region that come together to host the JCNA Family of Clubs.

What we have provided you in this brief outline of "HOW TO ORGANIZE" an International Jaguar Festival is a simple outline that is flexible and well thought out. It is an outline for success, and you are not alone, there are many members of JCNA who can help you and guide you to a successful event.

Event Organizing: The IJF Organizing Committee Advises and Supports YOU

The IJF Organizing Committee is tasked with assisting those JCNA Member Clubs who are considering hosting an IJF Event in their respective JCNA Regions. The committee has resources of experienced members who have organized and hosted regional and international events. It is the responsibility of the potential HOST CLUB to propose an event, contact and request assistance from the IJF Organizing Committee and, or The JCNA Executive Board in the following areas:

Particulars:

1. Event Visioning,
2. Event Objectives/Criteria, Event Dates
3. Event Organization, Dedicated Leadership
4. JCNA Support/Individual Event Sanctioning Requirements
5. Committees for Competition Driving Events, Concours

6. Event Staging, Location, Logistics
7. Budget Management, Sponsorship “Ask”,
8. Location(s) Selection, Amenities, Insurance Risk
9. Regional Club Partnerships,
10. Event Day Scheduling and Execution,
11. Event Equipment rentals and loan program
12. Participant Registration format and accounting
13. JCNA IJF Trophy Program, special awards

Club criteria for hosting an International Jaguar Festival: Reality Checklist

Hosting an IJF can be an exciting experience or it can be a drain on your club’s finances and members. If you don’t have a solid plan right from the beginning, then you are going to have problems. Your club Board of Directors are responsible to evaluate realistically the resources available to your club and your experience in running an event of such importance. The following are questions to answer before planning and hosting an IJF Event in your Region, review the following criteria:

1. Has your club BOD formed an IJF Organizing Committee?
2. Do your Club members have the experience of planning an event with more than 250+ participants in attendance?
3. Does your club have the Manpower/Women power to organize and follow through with staging and running the events?
4. Does your Club have the financial foundation to supplement event expenses, venue deposits, use fees, equipment rentals, advertising/promotional materials?
5. Does your region have the facilities to accommodate the expected participants attending the event?
6. Do members of your Organizing Committee have event planning, running, and promotion skills and real time experience?
7. Does your club have strong Concours, Rally, and Slalom experience?
8. Does your club hold annual Concours Judges Certification Schools? The JCNA Concours is the center piece of the IJF. Certified Judges are paramount importance to a successful IJF Concours.
9. Do you have an active Rally and Slalom Program? And, experienced members to run these events, including current equipment requirements.
10. And finally, has your club established an event date that does not conflict with other JCNA club events and meetings?

The Process: 18 months of Planning, Organization, Reporting, Scheduling, Budgeting

Unlike local and regional events, the IJF is an International Event which means you are making plans to accommodate JCNA club members from the United States,

Mexico, and Canada. You must consider their requirements for travel and driving to your event. Your overview of your Festival Proposal must be presented to the JCNA Executive Board for review and comment in a timely manner. The following should be included in your first presentation which is your initial plan with general information:

FIRST PHASE:

1. The name of the Proposing Club, Region Director, Club Officers, a brief history of your club and experience in event planning
2. The Names of the Organizing Committee, their positions, event responsibilities, committee members, event planning experience
3. The "IJF Theme" of your event
4. Proposed Event Dates, from XXXX to XXXX event year
5. Proposed Location, benefits, amenities
6. Proposed Hotel accommodations, room rates
7. Schedule of Concours 'd Elegance, Rally, Slalom, for sanctioning purposes
8. Schedule of social events, banquets, special tours
9. Proposed event budget, JCNA support justification
10. Identify JCNA Clubs in your region that can assist in supporting and running events, provide workers, judges
11. Present Event Registration procedure for Concours, Rally, Slalom, Hotel, Social events
12. Present event Advertising and Promotions strategies and themes
13. **Ask for JCNA SANCTION to proceed**

SECOND PHASE:

1. Commit to firm dates and schedules of all events
2. Confirm Hotel Rates, Banquet Budgets, use fees, promotion budgets
3. Contact JAGUAR JOURNAL for listing of event, promo articles, feature articles, 6 months lead time
4. Establish Quarterly Event UPDATE PHONE CONFERENCES with JCNA Executive Committee, IJF Organizing Committee representative, JCNA Administrator, to support your organizations planning and challenges
5. Drill down to specific costs of events, budgets, fees, specific registration procedures for concours, rally, slalom and social events
6. Concours Chairman must start to review available certified judges, committee should publish "call for judges" early on, primarily to certify that the judge is currently up to date on certification to judge
7. Rally committee should start to plan and layout their events. Slalom committee should select a viable slalom location, request J.C. Taylor Insurance documentation early as this helps with negotiating a slalom venue, establish budget for trophies, event sponsorships for both
8. Concours Committee should now start to identify location, car layout, accommodation for cars entering and exiting event site, establish a trophy budget, sponsorships, photo opportunity as car arrive for later trophy presentation
9. Organizing Committee continues to finalize costs, timelines, sponsorship dollars, through a dedicated Budget Committee person

10. Finally, Organizing Committee makes final decisions regarding Festival location, event locations, participant registration costs, advertising and promotion materials, schedule of events, and accommodation registration

THIRD PHASE:

Assuming your Hotel accommodations have been confirmed and your banquet costs are within your budget it is time to publish the event REGISTRATION FORM

1. It is recommended that PARTICIPANT HOTEL REGISTRATION be left to the HOST HOTEL, ask for a special "PASSKEY" Email Address dedicated to Jaguar Festival Attendees. This way you can monitor who is attending, gives you an accurate headcount for events, and your club is not liable for "no-shows"
2. Continue to update JCNA EXECUTIVE BOARD during BOD Phone Conferences, continue dialogue with IJF Organizing Committee representatives, contact JCNA ADMINISTRATOR for issues outside your event program
3. Make sure you review your plans with the JCNA Concours Committee and Chief Judge, Slalom Committee Chairman to review your planning, and submit your JCNA RALLY for review, make sure you have sanctions for each event and have listed your events on the JCNA WEBSTE (jcna.com)
4. Finalize your Festival Events schedule and participant costs and publish your FESTIVAL REGISTRATION form to all clubs. This can be accomplished through the JCNA WEBMASTER and the REGIONAL DIRECTORS
5. Make sure you have an EXCELL SPREADSHEET ready to receive either ONLINE REGISTRATIONS or HARD COPY REGISTRATIONS, that choice is up to your REGISTRATION COMMITTEE and their manpower availability. Either works well, don't forget to include the HOTEL REGISTRATION information on your EVENTS REGISTEATION FORM as this focuses all information in one place.
6. Send each REGISTRAINT a CONFIRMATION of what you have received from them in a simple check-list format, include hotel info, competition events, social events, car events registration, MUST INCLUDE JCNA Member Number of each person attending.
7. As you get close to your FESTIVAL EVENT DATE, have a check-list of important "must do" items, including checking on (i) CERTIFIED JUDGES; (ii) event permits are paid for and insurance information is provided; (iii) menus and budgets finalized with banquet/hotel catering or outside catering; (iv) run the RALLY several times to make sure the course is not altered or construction has begun; (v) check layout of concours site, making sure the sprinklers and grass cutting will not happen on the day of the event; (vi) make sure trophies are ordered and in your possession at least two weeks prior to Festival, IJF trophies not used are returnable for credit from JCNA; (vii) recommend a dry run through on "Day of the Event Participants Registration" procedures

FESTIVAL BEGINS

Like any event planning, it all must come together for the big day. To use an analogy, *"good auto body preparation makes for a great paint job"*, this also applies to events, and the IJF event is a step above your usual local event. It is the opportunity of the host club to shine and to be the consummate hosts. To show the JCNA family of

members how it's done in your region. This is not a competition to outdo a previous event but rather a celebration of your club and sister clubs in your Region. Most importantly, your event is an organic entity, you will have last minute changes and challenges, understand that this is part of the process and your early planning will accommodate these possibilities.

Excellent Reference Articles appearing in the JAGUAR JOURNAL:

INTERNATIONAL JAGUAR FESTIVAL, Georgia, January-February 2018 Edition

JCNA 2018 International Festival, Santa Barbara, July-August 2018 Edition

INTERNATIONAL JAGUAR FESTIVAL, Santa Barbara, January-February 2019 Edition

Running meetings successfully: IJF lessons, Santa Barbara, March-April 2019 Edition

How We Did It, IJF Santa Barbara, May-June 2019 Edition

Respectfully Submitted,

M. Mark Mayuga, JCNA IFJ Organizing Committee Chairman 2020

CR-13

FROM: Rob Thuss, JCNA Legal

TO: JCNA BOD
c/o Bob Matejek, Secretary

RE: 2020 AGM Legal Report

DATE: February 4, 2020

It has been another quiet year. We are investigating and considering options to offer insurance coverage for slalom, in particular, as we believe that most members' policies likely do not cover timed or track events. JCNA's general liability and D&O coverage is not an issue. Safety is the paramount concern for all motoring activities, and we need remind ourselves to act responsibly and prudently as members and clubs.

Administrator's Report 2020 JCNA AGM

Due to improvements in roster maintenance by local clubs' reductions in mis mailed Jaguar Journals although clubs should continue to be careful. Score keeping issues were enjoyed this year with the major issues being dual club members. Clubs are encouraged to continue to keep their member rosters up to date. Clubs are reminded to inform their members that the first stop for membership renewals and address changes are at the local club level.

Cara Dillon (asst. Admin) continues to do a stellar job in maintaining the master roster and other roster related duties. She has also picked up the quick book entry for membership related income.

JLR offered a member benefit this year which as of this writing is 10% off of MSRP. JLR is updated with member names and JCNA number that have 6 months membership.

Clubs are reminded that new members should be submitted as soon as they are received. Holding applications often results in the new member missing their Jaguar Journals due to timing. The JJ is and has been issued by the first of the cover month. This means for example the Jan/Feb JJ would arrive in the first week of January. Production and mailing lists would have been accomplished in mid-December.

The issue of pro-rated membership continues to be raised by some clubs. This was a business committee decision supported by the BOD. Establishing a new member in JCNA has a fixed cost. Any new member established at less than $\frac{3}{4}$ full membership may be viewed as a negative transaction. To offer pro-rated membership without loss then yearly membership dues would need to be raised.

C and A printing continues to provide excellent service in mailing membership packets (Agni).

The Administrator and assistant administrator continue to manage the MAL program. We are pleased to inform you our renewal rate remains very high. The effort is simplicity itself and contact with the MALs is crucial! MAL numbers continue to increase with the common theme of distance from a club, interested in the JJ or service such as tool loan, or more serious dis-satisfaction with the local club.

As a final note in 1995 at the AGM it was announced by the leadership of JCNA that the full transfer of JCNA material to an “archive” managed by JCNA. Nothing could be further from the truth. In fact, what was transferred to JCNA went into a storage facility and the JLR archives held many of JCNA’s possessions (probably by mistake). Those archives have been transferred to the Coventry Foundation under a MOU and are being sorted by the administrator. (show slide). We are now in possession of materials dating back to the formation of JCNA. I have brought just a few but would encourage anyone that research is possible now into JCNA history. Members must first obtain permission from the officers of JCNA due to the sensitivity of some documents (personal and legal). Lateral file cabinets were donated to JCNA by the Foundation.

JCNA ARCHIVES

As there is no official reporting line for the JCNA archives it will be addressed here with a bit of history.

With its independence JCNA was faced with a lot of materials held at JLR that needed to be protected. That material was finally moved to the administrator at the time and at the Orlando AGM it was announced that JCNA had an ARCHIVE.

Nothing could have been further from the truth. What had happened was that JCNA would pay for cold storage for the next 20 or so years and there was no inventory or capability to access the information. When administrators were changed the materials were secured by what would become the Coventry Foundation for several years but was still in a “cold” storage situation. While this was at no charge to JCNA it was still unacceptable to have such a rich history and yet not accessible.

With an agreement between JCNA and the Foundation the records have been sorted and secured and with approval of the executives of JCNA are available for use by JCNA members. The archives still need detail work but are organized into functional areas now and the condition will be improved. It has already provided valuable assistance in several cases. So nice to not have to re-invent the wheel!

One final bit of information should be provided. It was a long-standing belief that JCNA had been denied much valuable information from JLR. While we believe this was done in a truthful manner, it became evident with the recent move of JLR HQ and the house cleaning that required there were important materials. JLR recognized this and promptly released these treasures. They have now been sorted and properly stored.

Publications Report for the 2019 JCNA AGM

JCNA continues to provide a very wide selection of Jaguar books and related publications. Our larger sources have started to show the trend of reducing printing stock.

JCNA continues to offer some of its more desirable publications on line for free. JCNA materials are cribbed and used worldwide.

Two new books have been offered this year from members. One on the XK120 and the other on Jaguar related key fobs.

Member discounts are still in place and substantial savings are there for your advantage. However, many JCNA members are unaware of the existence of the bookshop even after all these years.

We continue to search for a volunteer that wishes to manage the bookstore.



JCNA Tool Loan Program

*administered by the Coventry Foundation

In its 10th year the JCNA tool loan program continues to be successful and attractive to members that join and maintain membership simply for the Jaguar Journal and the tool loan program.

Due to the non-profit status of the Coventry Foundation (501c3) JCNA members benefit from increasing donations of tools to the program. Notable donors are Doug Buchan and Dr. Michael Mueller. The “collection” has become the envy of other Jaguar clubs world-wide, yet we are not at rest.

Financed by the Foundation, a second tool set has been established for the Western JCNA folks in order to reduce time and cost of shipment. This selection is hosted by Tom Krefetz and Classic Showcase and is administered by two JCNA volunteers recruited by your President—Les Hamilton (thank you Les). The volunteers are Glenn Whor and Harry Cosmos (thank you both). They also look over the ever-expanding West Coast Foundation Library which holds several hundred Jaguar books of both factory and secondary sources. Recently a functioning microfiche machine was delivered with a full set of Jaguar parts fiche. These are very valuable for parts book updates and cover the period of approximately 1965 to 2000.

The tool loan program is a self-funding member benefit that gleans a very small amount from each loan (normally less than \$3). However, the volume over time has allowed for one tool to be purchased which was in high demand but not

available. This tool was a V 12 head puller. As you know Jaguar never issued a head puller as they saw no need. Fast forward a few decades and without one you will have a serious problem—often resulting in scrapping the engine or car. With the help of Gary Vaughn working with our insurance carriers and the approval of the executive we have acquired this necessary tool. In its first 3 months on hand it circled the US moving from one member to the next.

The foundation has also worked toward preserving the diagnostic equipment for Jaguars. We now hold all of the pre-digital equipment in functional order as well as 3 functioning WDS (World Diagnostic System) machines (good for 1995 to 2006) and one functioning PDU (Portable Diagnostic Unit) for 1988 to 1995 Jaguars. We are working on obtaining a couple of SDD or later systems for the period 2006 to present) These are small enough to allow loan. While the other systems may be used locally, size and weight prohibit that. That said we are attempting to acquire a full set of cables and ship one WDS to the west.

All of this material has been transported as said at \$0 cost to JCNA as it was in fulfilment of one of the initial goals of the Foundation—to have a presence on both coasts.

Technical Help Line for 2019 JCNA AGM

The Help Line continues to assist both JCNA and non JCNA members.

February 1, 2020

To: JCNA

From: Jim Sambold, Chairman, JCNA Concours Committee -JCC

RE: 2020 JCC Report

Current JCC Membership

NE Region:	Jim Sambold – Chairman	
NW Region:	Tom Doyle	Canadian XK Register
SW Region:	Charlie Hallums	Jaguar Club of LA
NC Region:	Paul Cusato	Jaguar Club of Ohio
SC Region:	Jeff Snyder	Jaguar Club of Austin
SE Region:	Dave Kirkman	North Georgia Jaguar Club
JCRC	Hal Kritzman	Jaguar Club of Southern Connecticut

2019 Activity & Issues Summary:

At the close of the 2019 AGM, progress began on the existing proposal to establish new categories and class divisions for models newer than 1996. In a very short time as the 2019 Concours season began, it became quickly evident that there were significant issues present and prevalent in the administration of the club Concours event across various regions that needed immediate and responsible attention thus relegating the further work on the class proposal to the back burner.

Working in co-ordination with Hal Kritzman, Chair of the JCRC, we began fielding questions from various individuals, new Chief Judges and a fair number of longer term Chief Judges that indicated the deficiency of familiarity from having read the Judge's Instruction Manual, especially Chapter 3 -- Instructions and General Rules for the Judge.

The most prevalent issues were:

- 1.) Training and certification events for currency.
- 2.) Proper recording on the JCNA website for testing and training.
- 3.) Lack of confirming supporting club's Judges for currency in training and testing prior to the date of the relevant Concours.
- 4.) Utilizing multiple Judging teams to judge the same class.
- 5.) Timely posting of Class results and Judging.

In a majority of cases, after significant investigation, explanations and review, the matters in question were resolved respectfully and event results were accepted.

Necessary Actions and Damage Control

There were 2 egregious and significant occurrences of rule violations that resulted in less than desired outcomes for the clubs involved and the respective entrants.

- A.) The first major occurrence centered around the use of 3 different teams of Judges working the cars all within the same class. This was a major faux pas and required a significant amount of time and investigation with Regional Directors, JCRC, the affected club members and Chief Judge to get an understanding of the circumstances surrounding the underlying causality.

Unfortunately, no suitable explanation was achieved for such a major infraction and with support of the JCNA BOD, those scores affected were nullified along with a refund of entry fees supported by a proper explanation for the cause of the instituted punitive action. This decision was not made lightly but was necessary in order to be fair not only to the local membership but the membership at large in retaining the integrity of the event and the process behind it.

- B.) The second major occurrence involved the use of an individual as a team Judge that was neither trained nor tested in a reasonable amount of recent history if at all. No suitable explanation could be provided to allow a positive outcome and once again with the support of the JCNA BOD, the scores for the affected individuals were nullified.

These decisions were not made lightly, and the damage was hopefully minimized with greater understanding of how and why they were made for all involved.

Rule Book additions and Rewrites

Support is present for all proposed changes including all instances of replacing the word “will” or “shall” with the word “must”.

Support is being present and being reviewed for additional input from Concours Committee for the following additional sections:

- A.) Update of Valve Stem Cap variations and Judging Instructions
- B.) Four-way Hazardous Warning Flashers
- C.) Judging requirements for Present and Future EV Jaguar Models

2020 AGM Seminar

A team presentation by Jim Sambold – Chair of the JCC and Hal Kritzman – Chair of the JCRC will be presented on Friday, March 20th prior the AGM. The program’s main focus will discuss the current judging rule issues and reporting requirements including the proposed updates to be presented at Saturday’s meeting and how they affect the requirements. Time should be sufficient to include a Q&A session on all the current issues and may provide an opportunity for discussion on procedures for the current Jaguar EV models, I Pace, and any future additions.

Respectfully submitted,
Jim Sambold
JCNA JCC Chairman

Date: February 1, 2020

From: Hal Kritzman, Chairman, JCNA Judge's Concours Rules Committee (JCRC)

Subject: Spring 2020 JCRC Report

1. JCRC Membership:

<u>Region</u>	<u>Name</u>	<u>Club</u>	<u>Term Expiration</u>
NE	Hal Kritzman (Chairman)	Jaguar Club of Southern New England	JCNA Pres. Appoints
NW	Terry Sturgeon	Jaguar Club of Victoria	May 1, 2020
NC	Bob Stevenson	Jaguar Affiliates Group of Michigan	May 1, 2020
SW	Pete Reith	San Diego Jaguar Club	April 30, 2021
SE	Craig Kerins	South Florida Jaguar Club	April 30, 2021
SC	Rufus Coburn	Jaguar Club of Austin	April 30, 2021
Non-Region Consultants "Emeritus", George Camp, Dick Cavicke and Mike Mueller			

2. JCRC Activity Summary:

a. Damage Control:

At the completion of the 2019 Concours season a close review and audit of all submitted scores were performed by the JCC under the scrutiny of its Chairman, Jim Sambold.

Unfortunately, these audits uncovered that a few clubs had not properly certified or re-certified members of their judges' pools, or had violated critical, JCNA rules or protocols when running their concours.

Explanations were sought from those clubs so accused, and each situation carefully reviewed again by members of both the JCC and the JCRC. In most cases the matters in question were resolved, and the clubs' respective scores accepted for NA Championship and Regional Awards competition. In those cases where no suitable explanation for the club having committed a serious infraction of an established rule or protocol was forthcoming, those scores so affected were, with the support of the JCNA BOD, rejected.

A refund of the entry fees and a proper explanation for the cause of such punitive actions were to be given to each of the affected entrants by decision of the JCNA BOD. It is our hope that any "Collateral Damage" to the JCNA Concours program was, over-all, avoided, or, at least, minimized by these actions.

b. Rule Book Administrative Changes, Clarifications, Rewrites and Additions:

It was evident from the feedback received from the clubs following the resolution of the problems given our attention during the 2019 Concours Season that a total review of all the rules and protocols in the Judge's Guide, and an updating and modification of the Judge's Certification Process were in order. Steve Kennedy and I began a line-by-line re-write of all the rules and protocols in an attempt to remove any ambiguities or areas of possible misinterpretation of the intent or action of the instruction. In most cases it was accomplished by simply replacing the words "will" or "shall" with the word "must" when describing a required action to be performed. In those areas requiring a judge to perform more complicated procedures, a clarified, total re-write was made. Some areas required several re-writes and modifications as we received critique from the JCRC members who were to review the suggested alterations or additions. A total of 108 pages are to be replaced in the updating of the 2019 Judge's guide.

c. Judge's Test

As a result of the many modifications and additions to the Rule Book, an updated Judge's Test was created and will be distributed to all the Chief Judges following the AGM by April 2020.

d. Update of Valve Stem Cap Variations and Judging Instructions

In 2019, a section was added to Chapter 5 of the Judge's Guide which introduced new and detailed instructions for judging the authenticity of Valve Step Caps utilized by Jaguar through out all production years and models.

Verification of authenticity information for several models during their years of production proved difficult to acquire. In several cases, it was found that a few additional corrections or modifications had to be made to our original guidelines as verifiable data and feedback have come forward from the membership. Authenticity allowances will still be made for those models and years that are still in question.

e. Four-Way Hazardous Warning Flashers

There is an old expression that some things are just "Invisible in plain sight". This is what appears to have happened with the 4-way, flasher system that was mandated by Federal Law and installed in all model Jaguars shipped to the United States beginning November 1965 and after. It was an Operations Verification (OV) function that, for no apparent reason, had not been addressed in past rule books. Suitable deductions were created for both operation failure/missing and non-authenticity, and added to Table G, found in Chapter 6, and to the OV section of the Score Sheet.

f. Pending Concours Re-structure by the Concours Committee and Initial Review of the Judging Requirements Posed by Present and Future EV (motor driven) Jaguar Models.

JCRC stands ready to author new judging rules and score sheets for any new concours divisions created to accommodate the challenges that will be created by the expanding and quickly evolving new, fully electric, motor powered Jaguar family of vehicles.

3. JCRC Membership Renewals:

NW and NC Regional Directors must reaffirm Terry Sturgeon and Bob Stevenson, respectively, for an additional two years of JCRC membership, or recommend a replacement. I have also recommended to the BOD that the JCRC be expanded to include a separate NE member other than myself since my position as Chairman is not selected by the Regional Representative, but by appointment of the JCNA President. This would provide a more equal contribution from each region and give the Chairman the increased power to be the tie-breaker vote in any matters being discussed that has equally split the committee.

4. Introduction and Discussion of the Proposed New Rules and Protocols AGM Seminar

A joint, 2-hour seminar is to be given by Jim Sambold (JCC) and myself (JCRC) on the Friday before the AGM. We plan to discuss and clarify the reporting requirements required by the JCC and answer any questions posed by the many rule updates and additions. If time allows, a discussion on how we are, at this time, to judge the new Jaguar EV models is also planned.

Respectfully submitted:



Hal Kritzman, Chief Judge
Chairman, JCNA JCRC

2020 Rule Book Update Synopsis

Note: The Previous Rule Book Revisions have been removed and saved to a History of the Rule Book file to be stored on the Library.

Note: Pages are printed front to back, thus both pages have to be replaced when there is a correction on only one of the pages.

Numerous pages had minor changes with the correction of the word “shall” meaning expressing a strong assertion or intention but not a requirement, with the word “must” meaning a requirement.

* Although unchanged, some text has moved from one page to another due to additional text being added on previous pages, thus the pages must be reprinted.

	Action:	No. of Pages
Inside Title Page	Replace in its entirety	2
Table of Contents	Replace in its entirety	10
Forms		
2020 Rule Book Update Synopsis	Replace in its entirety	10
History of JCNA/Members of the JCRC, Preface, Introduction	No Changes	
Chapter I	Ch I, pgs 1-2, 9-10	4
Chapter II	Ch II, pgs 1-2, 5-6, 7-8, 9-10	8
Chapter III	Ch III, pgs 1-2, 3-4, 5-6, 7-8, 9-10, 11-12*,13-14, 15-19* Replace in its entirety	20
Chapter IV	Ch IV, pgs 1-2, 3-4	4
Chapter V	Ch V, pgs 1-2, 5-6, 7-8, 9-10, 11-12, 13-14*, 15-20* Replace in its entirety	20
Chapter VI	Ch VI, pgs 3-4, 5-6, 7-8, 13-14	8
Apx A	No Changes	
Apx B	No Changes	
Apx C	No Changes	
Apx D	No Changes	
Apx E	No Changes	
Glossary of Terms	No Changes	
Index	Replace in its entirety	8
Score Sheets	Operation Verification Score Sheet page when printed front to back in the rule book	2
Score Sheets	Exterior page 2 and Interior page when printed front to back in the rule book	2
2020 Judges Team Assignments	Replace in its entirety	2
Quick Reference	1-2, 3-4, 5-6	6
Judges Test	Replace in its entirety	12
Total Pages to be replaced		118

Chapter 1, B4, B4c, B4d, B4e, page 2

4. **Obtaining a Sanction**

No less than two (2) months prior to your event, you may submit a request for sanction and validation from the JCNA Concours Committee. (2020 AGM)

Sanction will be granted on requested date subject to:

- a. Priority of request
- b. No same-weekend conflict within the JCNA Region or within 200 miles of other JCNA Concours meets.
- c. ~~Clubs whose Concours would be within 500 miles of a JCNA Major Event, i.e. International Jaguar Festival or Regional Concours, may~~ **must** not schedule their Concours within 7 days of the JCNA Major event, i.e. International Jaguar Festival, Regional Concours or the Annual General Meeting **(2020 AGM)**
- d. The Sanction Request via the JCNA Website affirms that the Concours Chairman, Chief Judge, and Officers of the club ~~shall~~ **must** conduct and report the Concours in accordance with the official JCNA rules and regulations. **(2020 AGM)**
- e. Concours sanctions requested will **only** be granted if the requesting club's JCNA online Judge Roster/List verifies that, it **currently** has listed a Chief Judge, **whether it is a guest Chief Judge from another affiliated JCNA club or a Chief Judge selected from within the host club's membership, an active Certified Judges' School and eight (8) or more a sufficient number of Certified Judges in active roster to allow a minimum number of teams of three (3) Certified Judges for Champion and Special Divisions and two (2) Certified Judges for Driven Division, to efficiently judge the expected number of Champion and Driven Division entries.** **(2020 AGM)**

These Certified Judges may either be from the host club or include Certified Judges from other clubs who have signed up to attend the concours or who intend to attend the concours even though they may not be showing a car. (See the online sanction request instructions for additional information.) (2020 AGM)

These Certified Judges must be added to the host club's Judge's Roster on the JCNA web site PRIOR TO the host club applying for sanctioning. (2020 AGM)

The Chief Judge(s) of the assisting club(s) must be notified that a member of their certified judging team is being utilized at another club's concours in order for them to obtain credit for their service. The Judge's certification can be verified by contacting the Chief Judge of the guest Judge's club or by contacting the JCNA administrator at 888-258-2534, Extension #9. (2020 AGM)

Chapter 1, H6a, Page 9

a. Windscreen Placard

Provide a windscreen placard to identify each Entry. ~~If not using the JCNA Event Manager.~~ These forms are available in PDF and interactive Word® formats on the Concours Page at www.jcna.com. The windscreen placard identifies the Entry, Class, and Entrant. If different colored score sheets are being used to distinguish between the Divisions, windscreen placards may be color coordinated as well. **(2020 AGM)**

JCNA Concours Rule Book – 2020 Edition
Organizing a Concours d'Elegance - Chapter I

Page I-9

Chapter 2, Section 1, A6, Page 1

6. Entries to be Driven to their Assigned Parking Positions

Trailing to the Concours venue is allowed for all Champion and Special Division Entries and for certain Driven Division Entries (see Chapter II, Section 3A, page II-6). The Chief Judge or his designees must confirm that all Entries are driven, under their own power, to their assigned parking positions in the judging area – the objective is to simply prove/observe that the Entry runs and is drivable, i.e. entries ~~shall~~ **must** not be trailered directly to their assigned parking positions and off-loaded. Entries not meeting this rule are ineligible for the day's Concours Competition and ~~shall~~ **must** not be judged. **(2020 AGM)**

JCNA Concours Rule Book – 2020 Edition
Entry Eligibility, Divisions, and Classes - Chapter II

Page II-1

Chapter 2, Section 2, C2, Page 5

2. Proof of Originality

In order to validate a Preservation Class Entry's original exterior and interior colors, plus other unique equipment or configuration, the Entrant is required to present the Judges a copy of the vehicle's **Jaguar Daimler Heritage Trust (JDHT)** ~~or Jaguar Heritage Trust (JHT)~~ Certificate. **(2020 AGM)**

These certificates are available through the Jaguar Cars Archives, ~~555 MacArthur Blvd., Mahwah, NJ 07430.~~ <https://www.jaguarheritage.com/archive-services/>. Additional requirements and fees associated with the certificates are available in the "Library" section of www.jcna.com. **(2020 AGM)**

Chapter 2, Section 2, C2, Page 5

3. Vehicle Evaluation and Deductions

Preservation Class Entries ~~shall~~ **must** be judged as all other Champion Division Entries, that is, on the basis of authenticity, condition, and cleanliness, except, restored or reconditioned items will be assessed "non-authentic, wrong, missing, or incorrect" point deductions. **(2020 AGM)**

- a.** Deductions made for restored or reconditioned items ~~shall~~ **must** not exceed the total Non-Authentic points allowed for the category. **(2020 AGM)**

Authenticity Exceptions

Driven Division Entries are allowed certain authenticity exceptions without penalty. No other items qualify for this exception!

1. **Tires** - Any type or profile tires, of original inside diameter, are acceptable. Road tires must be of matching size type, and make/brand. An exception to this rule occurs with some of the newest cars, where the front and rear tires may be a different size. (2020 AGM)

7. **License Plate Frames** - Any style or material are allowed; i.e. only judged for cleanliness and condition. (2020 AGM)

c. Fire Extinguishers:

Cars qualifying for Entry, under the Note 2a. requirements, will have 4.0 points deducted if a fire extinguisher is found to be missing for those cars originally so supplied by the manufacturer when raced. (2020 AGM)

Cars qualifying for Entry, under the Note 2b. requirements, will be refused entry, or later disqualified, if there is no fire extinguisher.

Note: Verification of the fire extinguisher is judged by the Interior Judge. (2020 AGM)

3. Approved Judging Guides and JCNA Seminar Technical Bulletins*

When a JCNA Judging Guide or JCNA Seminar Technical Bulletin* has been approved by the AGM, its use is mandatory. JCNA Judging Guides and JCNA Seminar Technical Bulletin* have been developed at great effort to aid Judges in determining authenticity and to standardize judging throughout JCNA. One copy of each approved JCNA Judging Guide and JCNA Seminar Technical Bulletin* ~~shall~~ **must** be available for reference by Judges and entrants at each sanctioned Concours. (2020 AGM)

- * Only that bulletin's content, which quotes or copies information from the Jaguar Cars documents, listed in Table C-1, is permitted for validating feature and component authenticity. No other bulletins, except those that are official Jaguar Cars printed material, or direct copies, are permitted to validate component authenticity. (2020 AGM)

3. Chief Judge Responsibilities

The Chief Judge is responsible for:

- a. Recruiting local club members to be trained and serve as Judges.
- b. Conducting Judges' School: A Judges' School 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 **current** JCNA Judge's Test **may must be given to those seeking initial certification or certification renewal. Those seeking to renew their certification, but who cannot attend the class, must then take the test in accordance with item D4d in Chapter III.** (2020 AGM)

Note: Some clubs that do not have a Chief Judge of their own may select a Chief Judge from another club to officiate at their concours and/or to conduct their Judges' School.

- e. All Judges for Champion, Driven and Special Divisions must hold current JCNA judging certifications **as indicated on the JCNA on-line club's Certified Judge's Pool**. The only exception being that those events at which separate OV teams are used, only one Certified Judge, serving as the OV team lead, is required, however, additional Certified Judges on the separate *OV team* are acceptable. (2020 AGM)

4. Maintenance of Judging Currency

- a. Once certified, Judges **must** judge at a JCNA sanctioned are expected to avail themselves to help with judging whenever needed **concours at least once every three years during their tenure of certification**. (2020 AGM)
- b. All Judges ~~must should~~ **must** receive annual briefings and/or correspondence describing all changes to the Rule Book that affect the judging process. (2020 AGM)

- d. Judges certification must be renewed every three years **by attending a JCNA Judges' School**. (2020 AGM)

Every Certified Judge must take and pass the current Judge's Test each year. Every Certified Judge is encouraged to attend a Judges' School every year, but must attend at least one Judges' School every three years as well as judge in a JCNA sanctioned concours at least once every three years to maintain their certification. Every Certified Judge must be knowledgeable of annual rule changes. (2020 AGM)

Judges whose certification has lapsed must attend a Judges' School and take and pass the most recent Judge's Test to regain their certification. An apprenticeship is required for certification, but not for re-certification. (2020 AGM)

When a Judge is unable to take the Judge's Test at a regular scheduled Judges' School, the Judge can take the test on their own and submit it to their Chief Judge. (2020 AGM)

5. Certification Renewal for All Judges

Take and pass the current JCNA Judge's Test, preferably at a Judges' School. (Should hardship circumstances dictate otherwise, the test may be mailed.)

Note 1: The Chief Judge will maintain tests, training, and judge participation records on the JCNA web site. Should any Judge be unable to meet all renewal requirements, the Chief Judge will decide whether to extend or rescind their certification based on their individual situations and experience level. **The Chief Judge must contact and justify to the concours committee, prior to the event, why the request for approval is needed for a non-currently Certified Judge.** (2020 AGM)

Note 2: A passing grade, for the Judge's Test, requires answering at least 45 of the 50 questions correctly.

Chapter 3, D5, Page 7

3. Choosing Inviting Judges

The Chief Judge should approach club members who are Certified Judges, those who may have judged in the past, and others who the Chief Judge believes are qualified to judge, and invite them to judge in the upcoming concours. (2020 AGM)

Begin inviting Judges at least ~~two~~ **four (4)** months ahead. Concentrate on those whom you believe will judge the Jaguars fairly, without personal prejudice and will treat the Concours and the Entrant with respect and impartiality. Consider qualified, knowledgeable Judges from other JCNA affiliated clubs as well as those from the host club. This encourages an air of impartiality. (2020 AGM)

Chapter 3, F3, Page 8

3. Judging Team Leaders

- c. Critique Apprentice Judge's score sheets and answer their questions on a not-to-interfere basis. Deliver the Apprentice Judge's score sheets to the Chief Judge or their appointed assistant(s) at the conclusion of your judging assignment. (2020 AGM)

Chapter 3, G3, Note 1, Page 9

Note: The following are considered "no exception" requirements when using verification teams:

1. If any light(s) or horn(s) are suspected of being non-authentic, the Operation Verification team leader ~~shall~~ **must** make an appropriate note in the corresponding Operation Verification non-authenticity section, without indicating any point deductions. (2020 AGM)

Chapter 3, G1b, Note 1, Page 10

3. System Operation and System Failure

The OV team will test for the functionality only of a four-way flasher system for November 1965-on cars. (2020 AGM)

The Interior Judge will judge for a missing or non-authentic method of creating a four-way flasher system for the November 1965-on up to, but not including the XJ6 and E-Type (built to US Federal Specifications and fitted with rocker rather than toggle switches) model cars. (2020 AGM)

Chapter 3, J11, Page 13

11. Mandatory Penalties

Mandatory penalties ~~shall~~ **must** be deducted for items or materials judged to be non-authentic. Mandatory deductions for specific items are covered in Chapter VI, Judges Guide for Scoring Non-Authenticity. (2020 AGM)

15. Score Sheets After Judging

Score sheets submitted by the Judges at a Concours as final and complete shall **must** not be subject to any substantive alteration except by the Chief Judge after consultation with the individual Judges or the Judging Team involved. The Chief Judge may, however, correct mathematical errors, tallying errors, and/or deductions that are not in accordance with the prescribed minimum or maximum deductions. **(2020 AGM)**

20. Score Sheets after the Concours

At the conclusion of the Concours, the score sheets are retained by the Chief Judge, who should review them again and, if necessary, correct any additional mathematical or administrative errors. If this review process changes the standings, that were announced at the Concours awards ceremony, the Chief Judge and the Concours Chair will have to exercise the utmost diplomacy in notifying the Entrants affected and, if appropriate, arrange an exchange or return of trophies.

Entrants, competing for Regional or North American standings, are very eager to receive their score sheets in order to correct discrepancies prior to the next event. The Chief Judge, or their designee, **MUST** send the **ORIGINAL** score sheets to the Entrants, as soon as **possible** but not later than 21 calendar days following the Concours. Score sheets, from concours held after November 9th, must be sent to Entrants no later than December 1st. The Chief Judge, or their designee, may retain copies for club records. Scores shall **must** be posted on www.jcna.com as soon as possible, but no later than 21-days after the Concours and no later than December 1st. If a waiver to this policy is requested, it must be submitted to the concours committee prior to the end of the 21-day deadline. **It is advisable that copies of the score sheets be kept for club records for at least one (1) year following the concours.** **(2020 AGM)**

The Host Club's Chief Judge, or their designee, must notify the JCNA Concours Committee Chair that the results are ready for review and are ready to be made official. Scores not submitted within the 21-day requirement, could be subject to a delay **~~and not~~** in being finalized. **(2020 AGM)**

At the discretion of the host club, Jaguar dealers and professional restorers may be encouraged to present new, rare, or historically significant Entries and register them for Display Only Division. Display Only Jaguars shall **must** not be judged as part of the JCNA competition. **(2020 AGM)**

F. PRESENTING THE JAGUAR FOR JUDGING - SPECIAL DIVISION**Fire Extinguishers**

All competition cars in class S1/PD must be equipped with a fire extinguisher, if so supplied by the manufacturer when raced. All competition cars in class S2/Modified, must be equipped with fire extinguishers. **Verification of the fire extinguisher is judged by the Interior Judge.** **(2020 AGM)**

Chapter 4, H3, Page 6

3. Returning Score Sheets to the Entrant

~~The Winning~~ Entrants will be told their entry's score ~~but will not receive the score sheets at~~ by the end of the Concours. ~~day.~~ The Concours Chair or Chief Judge MUST send the original score sheets to all the Entrants, as soon as possible but no later than 21 days after the Concours. It is advisable that copies of the score sheets be kept for club records for at least one (1) year following the concours. (2020 AGM)

Chapter 5, A3b, Page 2

b. Replacement Parts

Replacement parts, regardless of the manufacturer, are considered authentic only if they meet the exact specifications and appearance of the original item or material. Items must be visually indistinguishable from the original. (2020 AGM)

Exception: Replacement parts, still available from Jaguar Cars under their original Part Number but now having a different color or configuration than the original, will be accepted as authentic.

Chapter 5, B9, Page 4

B. OPERATION VERIFICATION (FUNCTIONAL ONLY)

9. Four-way Flashers

Check the operation of four-way flashers for vehicles from November 1965-on. (2020 AGM)

Chapter 5, C2b1 & b2, Page 5

b. Protective Clear Bras/Coverings

1. **Driven Division:** Entries are allowed protective clear bras in frontal areas, forward of the front door ("A") posts, without a non-authentic deduction. Protective clear coverings in other exterior areas are non-authentic and ~~shall~~ must be assessed the prescribed deductions. Where present, all clear bras/coverings will be judged to the same cleanliness and condition standard as the paint finish. The surfaces, finish, and/or hardware, covered by/beneath the clear covering, ~~shall~~ must also be judged for cleanliness, condition and authenticity. (2020 AGM)
2. **Champion Division:** Protective clear bras/coverings, wherever located, are non-authentic and ~~shall~~ must be assessed the prescribed deductions. Wherever a clear bra/covering is found, both its surface, and the surface it covers, will also be examined and deductions made for cleanliness, condition, and authenticity discrepancies, when noted. (2020 AGM)

Chapter 5, C2, Page 6

2. Paint Finish

Preservation Class - Fit and Finish

Restored paint (percentage of restoration shall be determined by the Exterior Judge) ~~shall~~ must be treated the same as "Wrong Color". Body stripes should be evaluated as in C. 2 b) above. New body stripes ~~shall~~ must receive a non-authentic deduction. (2020 AGM)

6. Electric Horns

Two electric horns were supplied on all models. If non-authentic horns are visible during judging or heard during Operation Verification, the ~~appropriate~~ **respective** judging team shall **must** assign a non-authenticity deduction. (2020 AGM)

Chapter 5, C7d, Page 9

d. Wheel Lug Nuts, Hubcaps, and Emblems

Judge the lug nuts, hubcaps, and wheel center emblems. All wheel trim must match. Mismatches shall **must** be assigned non-authentic deductions. (2020 AGM)

Chapter 5, C9d, Page 10

d. Tire Valve Stem Caps

Champion Division tire valve stems should have valve stem caps appropriate to the vintage. **Swallow and SS bodied cars** as well as Pre-**1955** Jaguar tire valve stems should have cad-plated, dome-type metal valve stem caps. (2020 AGM)

Regarding valve stem caps, until proven otherwise or by newly discovered evidence, 1955 to 1978 will be treated as a transitional period for Jaguars and either domed metal or domed black plastic valve stem caps will be treated as authentic. All four valve stem caps on the road wheels plus the valve stem cap on the spare tire must match. Slotted metal valve stem caps, with the core removal extension **will be treated as missing and given a non-authentic deduction.** (A separate core removal tool was included in the factory tool kit for the US market up until 1968.) (2020 AGM)

From 1978 onward, valve stem caps may be either the plastic or metal dome-type.

Valve stem caps with Jaguar related logos on them must be appropriate for the vintage and will be scored as non-authentic unless the Entrant can prove that Jaguar Cars Ltd., Jaguar Cars Inc., or Jaguar Canada Inc., offered them for that specific model and Model Year. (2020 AGM)

Valve stem caps with items such as dice or other non-Jaguar related insignias will be treated as missing and given a non-authentic deduction. Green-colored valve stem caps, not originally factory supplied, indicating the use of nitrogen gas, will be given a non-authentic deduction. The type of gas in the tires is not judged. (2020 AGM)

Driven Division valve stem caps are only judged for presence, condition and cleanliness. Valve caps, however, should still be in good taste and not display novelty themes such as dice, bullets, golf balls, etc. (2020 AGM)

Green-colored valve stem caps, indicating the use of nitrogen gas, are acceptable in Driven Division. Missing valve stem caps must be given a non-authentic deduction. (2020 AGM)

D. INTERIOR**1. Door Shut Panels, Hinge Panels, Hinge Panel Switches, Conduit Protectors and Sills**

The Interior Judge shall **must** check the edges of all doors; the door shut faces, hinge panels, sills, their attachments, and components for authenticity, condition and cleanliness. Be alert for excess hinge lubrication, sill and shut panel damage from door misalignment, and damaged or incorrect rubber wire conduits. (2020 AGM)

Chapter 5, D15b, Page 12

b. Overmats (Footwell Rugs)

All Series III XJ Vanden Plas and Sovereign (6 and V12) were fitted at the factory with (3) “fleece” overmats for the passengers; modern XJ, XK, S-Type, and X-Type models were factory fitted with either fleece or carpet overmats for the driver and passenger(s). All factory fitted overmats shall be presented for cleanliness and condition judging outside the Entry and shall be assigned a non-authentic deduction if missing. The Entrant must remove non-authentic overmats; they are not judged, but they shall **must** be assigned a non-authentic deduction if not removed. (2020 AGM)

Chapter 5, E2d, Page 15

d. Optional Tool Kits

Some models, particularly the XJ series and **1968 and later production E-Types** were not delivered **to the US market** with tool kits; however, kits were available as an option. If an Entrant chooses to display an **optional, authentic** tool kit, it will be subject to judging. (2020 AGM)

Chapter 6, A6, Page 2

6. Replacement Parts

Replacement parts, regardless of the manufacturer, are considered authentic only if they meet the exact specifications and appearance of the original item or material. **Items must be visually indistinguishable from the original.** (2020 AGM)

Chapter 6, B4, Page 4

4. 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 must be assigned a non-authentic deduction.** (2020 AGM)

Chapter 6, C3 & C5, Page 5

3. Entering the Discrepancy and Assigning the Deduction

Items proven to the Judge’s satisfaction to be **authentic** should **NOT** be entered on the score sheet. Items that the Judge determines to be **non-authentic** shall **must** be entered in the proper area of the score sheet and assigned the required point deductions. **The Entrant must initial each non-authentic deduction** (see Chapter IV, Heading G. Rule 6 Page IV-5). (2020 AGM)

5. Maximum Total Deductions for Non-Authenticity

The total of non-authenticity deductions for items within a component area (Exterior, Interior, etc.) shall **must** not exceed the maximum deduction indicated: Interior 200; Exterior 200; Engine 200; Boot 100. These maximums are not based on the total deductions possible for each component area, but are a measure of the relative importance of that component’s authenticity toward the overall score. (2020 AGM)

Move “Fire Extinguisher for ...” from the Exterior Item Table to the Interior Item Table, line 19, Chapter 6, page 14.

EXTERIOR ITEM	Missing or wrong style, plating, finish, model, color, shape, size, type, material or configuration	Max. Deduct.	NOTES on Page VI-8
23. Fenders	8.0 ea	12.0	c
24. Fire Extinguisher for Special Division S1/PD (See Chapter II, Sec. 4B, Notes 2a and 2b, Page II-9)	4.0 (2020 AGM)		
25. Grille, Primary	8.0		
26. Grille, Secondary and Grille Bars	4.0		

Chapter 6, Notes r., s., & t., Page 13

r. Window Glass:

- 1. Champion Division:** Any window glass that meets the requirements of the original specifications for form, fit, function, and factory tint is acceptable. Triplex or other brand and safety markings are NOT judged.
- 2. Driven Division:** Shiny or mirrored tinting, graphics or logos in the tinting, tinted film on the front windscreen or excessively dark tinting shall must receive deductions as non-authentic. The tint should allow the interior of the vehicle to be clearly visible when looking in from approximately one foot away. (2020 AGM)

s. Driven Division: Protective clear bras/coverings found in other than the frontal area of the exterior shall must be assessed a minimum of 2.0 points each, with a maximum of 10.0 points. (2020 AGM)

t. Champion Division: Protective clear bras/coverings shall must be assessed a collective minimum 10.0 points deduction. Clear bras/coverings, which together cover more than 50% of the painted body area, shall must be assessed the maximum 20.0 points deduction. (2020 AGM)

Chapter 6, Interior Item Table #18 & #19., Page 14

INTERIOR ITEM	Missing or wrong style, plating, finish, model, color, shape, size, type, material or configuration	Max. Deduct.	NOTE
11. Carpet, Whole Set	14.0		
12. Consoles - A/C, Light, Radio, Computer	2.0 ea		b
13. Dash Plaques (Allowed in Driven Division)	0.5 ea		
14. Dash/Instrument Panel	6.0		
15. Door Panels	4.0 ea		
16. Door Sill Plates	3.0 ea	10.0	
17. Electronic Devices			c
18. Fire Extinguisher for Special Division S1/PD (See Chapter II, Sec. 4B, Notes 2a. and 2b., Page II-9)	4.0	(2020 AGM)	
19. Four-way Flasher Assembly	2.0	(2020 AGM)	k
20. Handles, Door, Window and Grab	2.0 ea	8.0	

- k. Four-way Flasher System: The Interior Judge will judge for a missing or non-authentic method of creating a four-way flasher system for the November 1965-on up to, but not including the XJ6 and E-Type (built to US Federal Specifications and fitted with rocker rather than toggle switches) model cars. (2020 AGM)**

Quick Reference Guide, Notes r., s., & t., Page 3

r. Window Glass:

- 1. Champion Division:** Any window glass that meets the requirements of the original specifications for form, fit, function, and factory tint is acceptable. Triplex or other brand and safety markings are NOT judged.
 - 2. Driven Division:** Shiny or mirrored tinting, graphics or logos in the tinting, tinted film on the front windscreen or excessively dark tinting shall must receive deductions as non-authentic. The tint should allow the interior of the vehicle to be clearly visible when looking in from approximately one foot away. **(2020 AGM)**
- s. Driven Division:** Protective clear bras/coverings found in other than the frontal area of the exterior shall be assessed a minimum of 2.0 points each, with and a maximum of 10.0 points. **(2020 AGM)**
- t. Champion Division:** Protective clear bras/coverings shall must be assessed a collective minimum 10.0 points deduction. Clear bras/coverings, which together cover more than 50% of the painted body area, shall must be assessed the maximum 20.0 points deduction. **(2020 AGM)**

Quick Reference Guide, Notes r., s., & t., Page 5

INTERIOR ITEM		Missing or wrong style, plating, finish, model, color, shape, size, type, material or configuration	Max. Deduct.	NOTE
11.	Carpet, Whole Set	14.0		
12.	Consoles - A/C, Light, Radio, Computer	2.0 ea		b
13.	Dash Plaques (Allowed in Driven Division)	0.5 ea		
14.	Dash/Instrument Panel	6.0		
15.	Door Panels	4.0 ea		
16.	Door Sill Plates	3.0 ea	10.0	
17.	Electronic Devices			c
18.	Fire Extinguisher for Special Division S1/PD (See Chapter II, Sec. 4B, Notes 2a. and 2b., Page II-9)	4.0	(2020 AGM)	
19.	Four-way Flasher Assembly	2.0	(2020 AGM)	k
20.	Handles, Door, Window and Grab	2.0 ea	8.0	

Quick Reference Guide, Note k., Page 6

- k. Four-way Flasher System: The Interior Judge will judge for a missing or non-authentic method of creating a four-way flasher system for the November 1965-on up to, but not including the XJ6 and E-Type (built to US Federal Specifications and fitted with rocker rather than toggle switches) model cars. (2020 AGM)**

Operation Verification Score Sheet**OPERATION VERIFICATION**

System	Max. Ded.	
Horns	6	.
Headlights (high and low beam)	10	.
Driving Lights	6	.
Fog Lights (front & rear)	8	.
Parking, Tail, Side & License Plate Light(s)	12	.
Brake Lights	10	.
Back-up Light(s) (see below)	6	.
Turn Signals (Front, Rear & Side)	12	.
Four-way Flasher System (Nov. 1965-on) (2020 AGM)	6	.
Must have 2 or more backup lights to receive max deduction.		.

Exterior Score Sheet

Max Deduct for Cracked and Rusted changed from 7 to 8 in order to balance the total number of deductions between open and closed cars. Before the totals for Max Deductions were off by 2 points. This corrects it.

Current Ext Score Sheet
Body, Doors, Bonnet, Deduct Deduct Deduct
Boot Lid, Painted Bumpers & Grilles

1	Dented/rippled	0.2	6	8	.
2	Poor repair	0.2	6	8	.
3	Poor fit	0.2	6	8	.
4	Cracked	0.2	6	7	.
5	Rusted	0.1	6	7	.
6	Poor rubber	0.2	10	12	.
					.

Corrected Ext Score Sheet
Body, Doors, Bonnet, Deduct Deduct Deduct
Boot Lid, Painted Bumpers & Grilles

1	Dented/rippled	0.2	6	8	.
2	Poor repair	0.2	6	8	.
3	Poor fit	0.2	6	8	.
4	Cracked	0.2	6	8	.
5	Rusted	0.1	6	8	.
6	Poor rubber	0.2	10	12	.
					.

Notes:

CR-22 Protest Committee Report,

February 5, 2020

Committee Members

NW
Les Garbutt

NC
Mike Ksiazek

NE

SW

SC
Dean Davis

SE
Jerry Wise

Knick Curtis, Chairman

Tom Clemons, XK D11`, HAJC, 5/18/2019. Mr. Clemons had points deducted for having tinted windows under non authenticity. We directed that the points be returned, and the Judge educated on the rules governing same.

Steven Sokoloff, XK120 C2, SVJC 6/1, 2019. Mr. Sokoloff protested points being removed for dust on his car. I informed him this wasn't in our venue and suggested he contact the Concours Chair about adjusting his score.

Larry Goldberg, 1983 XJ6, D06, JCSNE 6/23/2019. Mr. Goldberg had points removed for having metal valve stems and caps. Although they are not shown in the parts book, we had several members of the protest committee as well as a Regional Director who had similar cars and valve stems, one case as a brand-new car that he still owns. We directed the club chair to return the points and it has already been put in motion to put in the Judging Manual that these are authentic.

Martha LeClair, 2006 XK8 D11, JCSNE 6/23/2019. Ms. LeClair had points deducted for moisture inside her headlamps. We directed that the points be returned since that's an issue over which the owner has no control. It's an atmospheric event that causes same. In some cases, the only way to prevent this is to replace the headlamp unit which is not something the owner should have to do because of something that effectively is out of his control.

Notes: Regarding the valve stems, Hal Kritzman has already suggested changes to cover same. I would suggest that some notes be added to the Judging Manual re the headlamp issue. The note should direct the Judge to disregard any moisture, or residue from same that occurs inside the headlamps on any cars with similar lamps regardless of class. This only applies to late model cars with the enclosed covered headlamp units.

Respectfully Submitted

Knick Curtis, Protest Chair JCNA



Rally Committee

March 21, 2020

Recent History

- < 1% of JCNA members compete in rallies
- 3 to 4/60+ clubs participate in sanctioned rallies
- Pleasure driving events – common across JCNA
- Board challenge: Maintain or modify rally program to increase participation

- Enjoy driving?
- Like a good time?
- Follow directions?



Club Survey

- 27 Clubs; 2400 Members (~40%)
- Primary roadblocks
 - *Lack of knowledge/familiarity*
 - *Perceived difficulty*
- Top recommended actions
 - *Training & education*
 - *Promotion*

Rally

■ Is

- *Precision driving*
- *Paved public roads*
- *Traffic laws*
- *Speed limits*
- *Social*
- *Friendly competition*

■ Is not

- *Gravel roads/dirt courses*
- *Roll overs & wipe outs*
- *Free style*
- *Race*
- *Cutthroat*

Rally in a Nutshell

- Step by Step Instructions
 - *Street/direction*
 - *Speed*
 - *Distance and/or time at speed*
- Checkpoints during route
- Scoring:
How close to ideal time do you pass checkpoints?

Action Plan

- JCNA Website resources:
 - *Video*
 - *Simple “How to” Guide*
- Rally Committee “help desk.”
- Jaguar Journal articles
- “Press Releases” directly to club newsletter editors
- Rally Seminar – 3 PM today



Try it, you just might like it!

Rally Committee

- Bill Beible – Chair – Delaware Valley Jaguar Club
- John Corey – Capital Region Jaguar Club of New York
- Bill Davis – San Antonio Jaguar Club
- Harold Kelly – Jaguar Club of North Florida
- Rick Martin – Jaguar Owners Club of Oregon
- Mark Mayuga – Jaguar Owners Club of Los Angeles
- Rosemary Price – Jaguar Club of Southern Arizona

JCNA 2019 SLALOM REPORT

John C. Larson, NCJOC
JCNA Slalom Manager

SLALOM PARTICIPATION

The number of slalom registrations for 2019 (162) remained quite close to the number of entries seen in the prior two years (164 and 168; see Table 1). Those results were produced by the same number of clubs (11) holding the same number of events (15) in the past two years. Four clubs have held two slalom events (the JCNA maximum) in at least two of the past four years, and two of those clubs have held two slalom events during each of the past four years.

These results suggest a relatively stable slalom program. However, despite that apparent stability, three features underlying those results suggest significant shifts in the character of the slalom program:

- 1) Concentration of slalom activity in two or three clubs;
- 2) Decrease in the number of Jaguars;
- 3) Decrease in the number of JCNA member entries.

Concentration in few clubs. Table 1 shows that JANE and NCJOC accounted for about 26 percent of the entries in 2017, and about 44 percent of the entries in 2019. The jump in attendance at JANE in 2019 was particularly notable. The number of entries from all other clubs combined dropped from 124 to 110 to 91 in the three years between 2017 and 2019. Outreach activities in promoting the slalom program should include recruiting previously inactive clubs, encouraging clubs to maintain events from one year to the next, and stimulating attendance at scheduled events.

Decrease in number and proportion of Jaguars. The proportion of Jaguar cars among slalom entries dropped from about 85 percent in 2016 to about 57 percent in 2019. For example, Table 2 shows 20 non-Jaguars among the 134 entries in 2016, and 69 non-Jaguars among the 162 entries in 2019. On one hand, the slalom program can remain robust even as a host for non-Jaguar cars. However, enthusiasm for the “brand,” and by inference the local clubs, may diminish when close to half or more of the entries are not the featured marque.

Decrease in number and proportion of member entries. A corollary of the drop in Jaguar cars is the drop in the number and proportion of JCNA member registrations. Table 3 shows that in 2018, 40 of the 164 entries (24 percent) were not JCNA members, and that number in 2019 was 60 among the 162 entries (37 percent). Reasons for the sharp increase, from 2017 to 2018, in non-member registrations remain ambiguous: perhaps a victory of outreach to the local driving enthusiasts; perhaps a retreat of interest among Jaguar drivers.

The slalom registration cost for non-members is only five dollars more than for members. If the slalom experience is attractive to non-members, perhaps an increase in the non-member registration cost could be justified, particularly if the overall slalom event cost exceeds the

revenues. Otherwise, dues-paying members are subsidizing non-members. The usefulness of such an approach should be considered for the future.

Table 1. Number of Slalom Registrations by Club and Events for Years 2016 to 2019.

(Note: Persons may register for more than one event in a year.)

	EVENTS	2016	2017	2018	2019
NC28 The Jaguar Club of Ohio	1		9	9	9
	2			11	
NE08 Jaguar Club of Southern New England'	1			10	
NE18 Jaguar Association of New England'	1	11	13	18	26
	2	9	13	11	24
NE25 Jaguar Association of Central New York	1	5	7	13	9
	2	6	4		12
NE33 Delaware Valley Jaguar Club	1	8	14	8	4
NE40 Nation s Capital Jaguar Owners Club	1	11	7	14	12
	2	8	11	11	9
NW32 Jaguar Owners Club of Oregon	1	16	12	5	9
	2			8	7
NW41 Jaguar D & R Club, NW America	1		11	8	5
NW42 Canadian XK Jaguar Register	1	3			
	2	6			
NW61 Jaguar Car Club of Victoria	1	12	11	13	12
SC09	1		10		
SC16 Heart of America Jaguar Club	1	7	5		4
SC35 Jaguar Owners Association of North Texas	1		6		7
SE09 Jaguar Club of Florida	1	11		15	13
SE54 Jaguar Car Club of North Florida	1	6			
SE57 North Georgia Jaguar Club	1		14		
SW02 Jaguar Club of Central Arizona	1	10			
SW04 Jaguar Owners Club of Los Angeles	1			10	
SW07 Rocky Mountain Jaguar Club	1		14		
SW46	1	5			
SW66 Jaguar Club of New Mexico	1		7		
JCNA SLALOM TOTAL REGISTRATIONS		134	168	164	162
NUMBER OF EVENTS		16	17	15	15
NUMBER OF CLUBS		12	14	11	11

Table 2. Number of Entries by JCNA Slalom Class from 2016 to 2019.

		YEAR			
		2016	2017	2018	2019
B	Older XK's	1	2	4	3
C	Early Saloon/Sedan	4	1	2	1
D	E-Type/6	12	17	6	10
E	E-Type/V12	6	4	4	2
F	XJ6/12, Ser.1,2,3	10	3	5	5
H	Modif.Light	1	2	4	2
I	Modif.Heavy		3	1	1
J	XJS 6/12	6	10	11	8
K	GT, RWD, Not Suprchg	12	23	9	12
L	GT, RWD, Suprchg	11	9	9	14
M	4dr Sedan, 1986-->	11	14	10	13
N	AWD, X-Typ,F-Pace	6	15	16	6
R	All F-TYPE	18	22	13	9
	SP/H Street Prep Heavy	9	6	7	4
	SP/L Street Prep Light	7	8	4	3
Z	Non-Jag Powered	20	29	59	69
	JAGUAR TOTAL	114	139	105	93
	ALL ENTRIES	134	168	164	162

Table 3. Number of Non-member registrations by Club and Year.

	2016	2017	2018	2019
NC28 The Jaguar Club of Ohio		3	6	2
NE18 Jaguar Association of New England			18	36
NE25 Jaguar Association of Central New York			4	12
NE40 Nation s Capital Jaguar Owners Club		4	6	4
NW32 Jaguar Owners Club of Oregon				3
NW41 Jaguar D & R Club, NW America			2	1
NW42 Canadian XK Jaguar Register	1			
NW61 Jaguar Car Club of Victoria			3	2
SW02 Jaguar Club of Central Arizona	1			
SW04 Jaguar Owners Club of Los Angeles			1	
	2	7	40	60

Table 4. Awardees for the 2019 Fastest Three Competitors within Slalom Class.

CLASS	RANK	TIME	DRIVER
B Older XK's	1	53.000	Tom Wright
	2	62.302	David Martin
C Early Saloon/Sedan	1	76.120	William Fox
D E-Type/6	1	47.642	Scott Hoffman
	2	47.993	Carolyn Arnquist
	3	49.679	Bonnie Getz
E E-Type/V12	1	45.495	Jon Mensie
	2	59.360	Jerry Roscoe
F XJ6/12, Ser.1,2,3	1	50.406	Paul Chappell
	2	50.432	Jeffrey Berry
	3	52.523	Cameron Sheahan
H Modif.Light	1	43.620	Ian Crawford
	2	45.210	Richard Wright
I Modif.Heavy	1	46.543	Malcolm Reith
J XJS 6/12	1	46.509	Rick Van Tuyl
	2	47.065	Vars Smith
	3	49.362	Robert Book
K GT, RWD, Not Suprchg	1	44.528	Steven Schultheis
	2	44.950	Marty Kukla
	3	46.238	Bill Beible
L GT, RWD, Suprchg	1	43.422	Gary Hagopian
	2	44.260	Nick Moseley
	3	45.379	Stephen Kress
M 4dr Sedan, 1986-->	1	42.262	Clive Townley
	2	45.162	Paul Bicknell
	3	45.623	Wynne Wakkila
N AWD, X-Typ,F-Pace	1	45.470	Mike Meyer
	2	46.402	Michael Watts
	3	46.946	Larry Homolak
R All F-TYPE	1	41.692	Lee Towne
	2	44.660	Francis Riter
	3	44.832	David Moulton
SP/H Street Prep Heavy	1	44.844	John Larson
SP/L Street Prep Light	1	40.614	Tyler Hayward
	2	41.939	Terry Sturgeon

AWARDEES FOR FASTEST DRIVERS WITHIN CLASS

Table 4 lists the drivers who are given JCNA awards for the fastest drivers within class (up to three drivers). Among the 15 slalom classes, 8 classes had three or more competitors, 4 classes had two competitors, and 3 classes had just one driver. The fastest time on the 2019 JCNA slalom circuit went to Tyler Hayward from the Jaguar Owners Club of Oregon, driving a Street-Prepared 1966 E-Type. Hayward also garnered the overall fastest JCNA time award in 2018. Fastest times in the Class Z, non-Jaguar powered cars, are not recognized with JCNA awards.

ADMINISTRATION ISSUES

Slalom Car Classifications. The time may have arrived to rethink the slalom classification system. The current system has been used for the past 15 years, with a few additional classes to accommodate recent models. For example, all of the all-wheel-drive models have been assigned to Class N regardless of the body style (X-Type; F-Pace; E-Pace; XE; XF) because of the over-riding significance of AWD to the specific demands of the slalom course. The exception to this AWD placement is the AWD F-TYPES that occupy Class R with all the various F-TYPE designs regardless of drive configuration, normal/supercharged induction design, or number of cylinders. The E-Types remain divided into classes distinguished only by 6-cylinder (Class D) versus 12-cylinder engines (Class E). The late-model sedans without AWD or supercharging (Class M) include models whose collective production spans a period of 34 years dating from the 1986 XJ40's to current XJ, XF and XE models. (Slalom stewards need to be alert to record the Class M for the two-wheel-drive versus the Class N for the AWD variants of the recent production models.) The new all-electric vehicles will, of course, need a separate class of their own.

Apart from the many distinctions among car models, there is also a question of what model differences make enough difference in actual JCNA slalom performance to merit a separate class. For example, in a careful examination of historical slalom performance times, consideration should be given to combining the two E-Type classes, and possibly the two XK8 classes. Or, sedan models prior to the XF and XE models may be shifted From Class M to Class F. Table 5 illustrates a preliminary analysis of the performance differences among slalom classes. More detailed analyses of performance by model within class are needed.

In addition, there is the practical matter of assigning awards for the fastest three drivers within class when some classes have only one or two drivers. For example, the summaries in Table 4 show that in 2019, seven classes had only one or two drivers. The detailed data for all entries in Table 2 show that just four classes had only one or two entries, because individual drivers produced more than a single entry in some classes. For example, just 2 drivers produced the three SP/L entries, and a single driver produced all four SP/H entries. These results suggest a re-envisioning of the slalom awards along with adjustments to the classification rubrics.

Table 5. Average of the eight fastest times within slalom class between 2016 and 2019.

CLASS		Average Time
B	Older XK's	54.082
C	Early Saloon/Sedan	55.676
D	E-Type/6	46.452
E	E-Type/V12	45.719
F	XJ6/12, Ser.1,2,3	49.771
H	Modif.Light	43.966
I	Modif.Heavy	43.536
J	XJS 6/12	46.371
K	GT, RWD, Not Suprchg	44.557
L	GT, RWD, Suprchg	44.217
M	4dr Sedan, 1986-->	44.341
N	AWD, X-Typ,F-Pace	44.385
R	All F-TYPE	43.681
SP/H	Street Prep Heavy	44.529
SP/L	Street Prep Light	41.323
Z	Non-Jag Powered	40.026

JCNA slalom insurance coverage. The primary insurance for slalom events is each driver/owner's own automotive insurance policy. In addition, the JC Taylor Insurance Company provides liability coverage for the local club officers and slalom officials, and for the JCNA officers. The cost of this policy is carried by JCNA and is not passed on to the slalom participants or club. Slalom participants who are not members of JCNA are required to complete and sign a special form and pay an additional fee as part of their slalom registration that, in effect, makes them honorary members of JCNA for the one event, thus extending the JC Taylor binder conditions for their activities. Finally, all slalom registrants sign waivers stating that they will "indemnify and hold harmless" the JCNA and local club officers from loss due to the participant's activities.

The JCNA slalom program has proceeded for almost 30 years without incidents, to the best of anyone's recollection. However, in 2019 at one slalom event a member of the field crew was injured. Fortunately, he was walking around the next day without major trauma. However, the incident was enough to prompt the Board of Directors, out of an abundance of caution, to review the JC Taylor insurance coverage. The review is ongoing, and its results will be made available to members when the review is complete. At this time, the slalom program is proceeding as it has in the past.

JCNA 2018 Slalom Committee Regional Representatives			
NW	Terry Sturgeon (NW61)	NC	Mike Meyer (NC28)
SW	(open)	SE	Ian Crawford (SE09)
SC	Richard Wright (SC35)	NE	Gary Hagopian (NE18)

JCNA Insurance

I have been asked to write a report for the AGM in reference to “Competition Insurance”. JCNA carries three different insurance policies and has since before I became the Business Chairman.

The first policy is a “Multimedia” policy written through Axis Insurance Company which is an annual policy which renews January 23 of each year and costs JCNA just under \$2,000. This is a multimedia liability policy that covers liability issues arising through the Jaguar Journal, the JCNA website, and the JCNA face book page.

The next policy is a D&O policy written through Republic Insurance Company which is also an annual policy with a renewal date of August 9 and costs JCNA \$7,200 annually. This is a policy that protects directors and officers of not only JCNA, but directors and officers of all of the affiliated clubs under JCNA for errors and omissions.

The final policy is a General Liability policy with an Umbrella policy over the GL policy. This is an annual policy with a renewal date of April 30. Up until the current policy year Foremost Insurance Company wrote the policy and cost JCNA \$7,700 annually. This policy protects JCNA and all of the affiliated clubs against liability and bodily injury claims made against JCNA or any of its affiliated clubs. In 2019 however Foremost decided it was no longer going to write car clubs. Our agent, JC Taylor, found The Hartford Insurance Company which agreed to pick-up the car club book of business that Foremost was no longer going to write. Our premium went from \$7,700 last year to \$1,434 this year. When I questioned our agent, I was told Hartford is new to writing car clubs and didn’t know how to price them, and that the premium would probably go up, however, it never did. Our agent has been in contact with The Hartford and The Hartford knows that all of our affiliate clubs have monthly meetings and several of those clubs have Concours, Slaloms, and Rallies. JC Taylor has assured me that The Hartford is providing liability and bodily injury coverage for these events even though there is a paragraph denying coverage for “auto, motorcycle or boat races or events”. I asked for that exclusion to be removed from the policy but was told, by our agent, it can’t be removed since it is a standard policy exclusion that is filed with the state.

Currently I have asked JC Taylor to provide JCNA a company that will write a General Liability policy with an Umbrella policy with no exclusions for Concours, Slaloms, or Rallies by April 1st.

Respectfully Submitted: Chairperson

Gary Vaughan



Jaguar Clubs of North America

Special Awards Committee Report

Committee Members:

NC	Bob Matejek	Chair		
NC	Johnine Bailey		SW	Les Hamilton
NC	Louise Diamond		SW	Mary Snyder
NW	Jennifer Orum		SW/NW	Paul Petach

Purpose:

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

1. Andrew Whyte Service Award
2. Fred Horner Sportsmanship Award
3. Dealer of the Year Award
4. Karen Miller (Editor) Award
5. Top Website Award
6. Mike Cook President's Award
7. Jaguar Dealer Support Award – NEW
8. Rally Enthusiast Award - NEW
9. Newsletter Awards
 - A. Heritage Articles
 - B. Event Articles
 - C. Technical Articles
 - D. Travel Articles
 - E. Jaguar Life Articles
 - F. Photos
 - G. Jaguar Journal Submission

Activities:

Jaguar Dealer Support Award

We wanted to do something to show how the JCNA Clubs support their Local Dealerships. We developed the Jaguar dealership Support Award and the details of that award were distributed to all the Club Presidents in October. We got several comments back that it is a great idea and it should have done before. Unfortunately, by the end of the year, there were no submissions for that award.

Rally Enthusiast Award

We would like to help promote JCNA Rallies, so we created a new Rally Enthusiast Award to be used at the discretion of the Rally Committee. This year it is the people who participated in the most Rallies. It could be presented to a specific Rally Master or Club that starts up a successful Rally program in the future.

Right after the first of the year, after receiving all the candidates for the awards, we evaluated all of them and feel very comfortable that the best candidates were selected. They will all be presented tonight during the banquet. Those who received some of the higher awards who may not have been present at the AGM were told of their award so that they could possibly be present to accept it. Those who are attending the AGM could be quite surprised tonight at the AGM banquet.

Recap:

Last year the President's Award was renamed the Mike Cook President's Award.

Observations:

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

Future Tasks:

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

We are always looking for new members to join our little group. We meet quarterly during the year and weekly in January and February. Our meetings are WebEx interactive computer / conference calls. We really do have a lot of fun while getting through all our tasks. We welcome people with or without a publication background. Should you be a candidate for one of the awards, we do work around it so that you are not voting for yourself.

JCNA Trophies Report – 2020 JCNA AGM

Submitted by Dave McDowell, SC Regional Director

NILUSA has been our exclusive trophy supplier since 2017 after taking over from our long time supplier Wilton Armetale. NILUSA has continued to provide prompt attention to our orders and has maintained or exceeded our expected quality. They continue to work with us as a preferred customer. With their cooperation we have continued to keep cost increases to a minimum.

The International Jaguar Festival trophy plates that were introduced in 2017 have become a popular choice to use for this annual event. They offer an affordable alternative when compared to other quality award options. The trophy plates provide an opportunity to add customized text specifically related to each IJF event. JCNA maintains an inventory of these for future use by JCNA Clubs hosting this event.

Inventory Update:

2020 JCNA AGM TROPHY REPORT		2019 RESULTS		
STYLE	OPENING INVENTORY	AMOUNT ORDERED	AMOUNT USED	CLOSING INVENTORY
1st Champion	55	150	74	131
2nd Champion	45	50	11	84
3rd Champion	63	0	0	63
1st Driven	69	50	59	60
2nd Driven	62	0	24	38
3rd Driven	26	50	9	67
International Festival	117	0	0	117
North American	57	175	171	61
Totals	494	475	348	621

Total 2019 sales were significantly less than in prior years. As a result, we have a good inventory on hand. In an effort to encourage more JCNA Clubs to use JCNA trophies for their events there will be no price increase for 2020.

During the year a few trophies were returned as part of JCNA's buy-back program. Remember - If a JCNA Club orders more than they need for a Concours event JCNA will buy back the surplus awards that are remaining from that year's Concours. Please check the JCNA website for more information regarding this opportunity and trophy ordering timelines.

North American awards: In 2019 **173** participants in Concours, Rally and Slalom events qualified for a JCNA North American year-end trophy plate. Shipping of last year's year-end award plates commenced in February.

JCNA's warehouse and distribution facility is located in Columbia, South Carolina. They manage our current inventory, receive and confirm all trophy deliveries from NILUSA, and coordinate the shipping of all Concours and year-end trophy plates. The direct cost value of our current trophy stock is \$20,521.

In anticipation of trophy requests returning to pre-2019 levels the following trophies are currently in production from NILUSA for 2020:

Prior years' usage is as follows:

2018 – 652 trophies

2017 – 560 trophies

2016 – 674 trophies

STYLE	2020 ORDER
1st Champion	50
2nd Champion	0
3rd Champion	0
1st Driven	75
2nd Driven	50
3rd Driven	0
International Festival	0
North American	150
Totals	<hr/> 325

This will result in a healthy stock for 2020 and the early 2021 Concurs seasons.

Looking forward we have been contacted by another custom crested pewter plate supplier – Forged Legends, which is part of Quality Design Industries. They provided a preliminary price quote to produce same or similar trophy plates. We will keep this option open in the event NILUSA ceases to meet our needs.

END OF REPORT

JCNA Awards Management and Competition Awards – 2020 JCNA AGM

Dave McDowell has been handling the North American Regional Concours and North American year-end award trophy plate distribution process. Jack Humphreys and the various competition event Chairs have been very helpful in sorting out the final 2019 scores for Concours, Rally and Slalom events. All final Concours, Rally and Slalom scores were previously posted on the JCNA website. All Clubs were notified to check the accuracy of the posted results. The scores, as posted, stand.

Everyone who earned an end-of-the-year award in Concours, Rally and/or Slalom competition was asked to fill out an Awards Form and return it to Dave. This process insures the trophy plate name tags list the correct information, and it confirms the recipient's mailing address. If you haven't already returned this Form please do so immediately.

All of the North American year-end award octagon trophy plates required to meet JCNA's 2019 obligations were either received or are in production from NILUSA. The trophy plate name tag printing commenced in February. Trophy plate shipping commenced in March.

For 2019 the following year-end awards were earned:

60 North American Concours winners

57 Regional Concours winners

7 North Central

10 Northeast

7 Northwest

4 South Central

14 Southeast

15 Southwest

17 North American Rally winners – Drivers and Navigators

39 North American Slalom winners

Congratulations to all of you!

Bob Matejek is handling the Special awards and the unique end-of-year Competition awards. The winners will be announced and awards distributed at the 2020 AGM. Those not in attendance will receive their award via mail.

Dave McDowell, SC Director

Bob Matejek, JCNA Secretary

Jaguar North American Archives

The Jaguar Land Rover North American archives continues for 2020 with a strong agenda.

We have undertaken a program to clean and refurbish all the original microfilm tapes and the company has authorized the funds to do this.

We continue to go through the files in the archives to rationalize further what we are keeping and what we are turning over to the Coventry Foundation.

Unfortunately, there are still a few downsides that need to be addressed.

One of the major downsides is that we finally received a definitive answer about JCNA discount for Heritage Certificates.

Jaguar Heritage Trust, has notified us that they will not make a concession to JCNA, despite the original agreement entered in to over 30 years ago. Their position has been passed along to JCNA and then passed along to the membership.

There has been a frank and open discourse taking place via Jaguar Journal readers and Jaguar Heritage Trust and as of this date there has still been no resolution. The discussion continues, but this will require compromise on Jaguar Heritage Trust.

Another issue that arose approximately 5 weeks prior to the AGM was the illness of Fred Hammond. While this illness is inconvenient, it will not compromise The Archives in any significant way long term.

Gunther McKeown, who many of you met at the Mahwah AGM and who has been a volunteer in the Archives for over a year, is being brought in on salary to cover a minimum of 2 days a week. This short-term emergency plan will enable Gunther to clear the telephone messages as well as all the emails and to contact Fred Hammond regarding any outstanding questions.

Fred will be out of the office for approximately 4 to 5 weeks.

This still raises the question of a long-term succession plan should Fred not be able to return in a reasonable amount of time. This is being considered currently by JLR management and we hope to have a plan in place for long-term.

Should Gunther require additional assistance, we have had offers from several JCNA members and former JLRNA employees.

Fred Hammond
JLRNA Archivist

Website Redesign Update



Background

- Current Website Structure Nearly 5 Years Old
- Data Storage Method Not Optimal
 - Size Increasing Exponentially
 - Storage & Maintenance Costs Increasing
- Increasing Security Issues
- Drupal Platform Out of Date
- Limited Online Member & Event Management
- Increasing Number Of Message Rejects

Phases

- Phase I
- Phase II
- Phase II

Desired End State

- Efficient, Stable & Secure Platform
- Simple & Cost-Effective Expandability
- Improved Online Member & Event Participation Management
- Best Value for the Money - Hosting & Maintenance Costs & New Work
- Retention / Carryover or Linkage to Current Website Features

Phase I

- Define Initial Requirements & Proposed Follow On Work
- Submit Desired Enhancements Document (Sep 19)
- Met With SiteWired on Oct 10, 2019
- SiteWired Responds To JCNA Requests
- Refine JCNA Requirements & Contractor Ability To Deliver

Website Redesign Update



Phase I (Continued)

- Agree On Scope Of Work & Timeline
 - Upgrade to Drupal Version
 - Improved Membership & Event Mngt Capabilities – Details TBD
 - Add Flexibility for Additional Functionalities (Added Cost) – Details TBD
 - Refine / Combine Some Pages
 - \$13K+ quoted Cost – Includes Website Upgrade
 - Reduce \$12K/Year Operating Costs – Exact Savings TBD
- Upgrade Host Server (Added Cost)
- Develop Initial Phase II Requirements List
- Build Shadow Website

Phase II / III

- Finalize Phase II Changes
 - Layout Redesign?
- Complete Changes
- New Website Online
- Fix Issues As Required

Discussion / Questions

Jaguar Journal Report

Content

The feedback on variety and readability of content continues to be good, with several world scoops, including some station wagon pix not seen in North America and the first 'Reborn' E-Type from Jaguar Classic followed through the factory.

Fictional stories from Stuart Steinberg have been well-received and could open up a new contributor niche, possibly encouraging more submissions from female members. Technical content has increased but it is still mostly about older cars. Serious negotiations with JLR may be to both parties' benefit. Editor to liaise with nominated liaison officer and JCNA President.

JJ works well with the Coventry Foundation. Their membership flyer is the default address label backing.

Very sadly, new car testing has dried up completely. Nothing on 2020 models and only I-PACE in 2019. Still no EPACE ever tested. 'Round the block' dealer drives might be possible but are no substitute.

Schedule

The relationship with Graphcom has worked well, with a constructive attitude, give or take on each side and flexibility on late-arriving material such as the JDHT letter. Mail drop has been successfully brought forward to around the 18th-20th of the preceding month, including holiday periods. This has been taken about as far as practical, however, because the President and club columns become less topical and clubs miss event listing because of the earlier JCNA calendar check needed to meet advanced deadlines.

Advertising

A new policy of offering a story in hope of getting some paid advertising has borne some fruit. This policy began with Ace Peak Plates and currently/recently includes revenue from artist David Townsend (Mk2 art story) and British Car Repair (XJ8-C story). At the time of writing there has been no advertising from RestoGusto (no '*quid pro quo*!').

Digitization

As with all print media, a large part of the overall cost is putting ink on paper and posting the product to members. Several magazines have ceased publication as advertising takes flight to digital media. It would theoretically be possible to cut a large part of the JJ budget by doing the same thing.

However, the really big production savings come from dropping paper entirely, rather than just reducing the number. Once you pay for the first batch of magazines (say 1000 copies, to justify using a big fast press) the added cost of printing the remainder is not large.

JJ is viewed as one of the biggest, if not *the* biggest tangible benefit of paying JCNA dues rather than simply being independent. Although most members are on email, this does not necessarily mean they would be happy to lose their hardcopy JJ. It may be possible to tie a print copy checkbox to a revised two-tier dues structure.

Peter Crespin

Editor

January 2020

FROM: Rob Thuss, Jaguar Journal Committee

TO: JCNA BOD
c/o Bob Matejek, Secretary


RE: 2019 Fall BOD JJC Report

DATE: February 4, 2020

The *Journal* continues to run on schedule, or early, and Peter, Greg, and Diane continue in their respective roles, and Graphcom continues to handle layout, printing, and shipping. Costs are stable but attracting print advertising is challenging because of the move of advertising to electronic media. But our established advertisers continue their support, and I encourage our clubs and members to be mindful and appreciative of the ongoing commitment of these long-standing friends. I understand and have long favored development of an online presence for *Jaguar Journal* to complement the magazine; but not, however, to replace it.

JCNA Social Media

2020 AGM. Las Vegas





Jaguar Clubs of North America
@jaguarclubs.na

- Home
- About
- Photos
- Events
- Videos
- Posts
- Community

Create a Page

Liked Following Share


 **Jaguar Clubs of North America**
9 hrs · 🌐




AUTOMOBILEMAG.COM
Read our first drive and review of the refreshed for 2021 Jaguar F-Type Coupe and Convertible - Automobile

11

Like Comment Share

 Write a comment...

 Write a post...

Photo/Video Tag Friends Check in

Send Message

Community See All

Invite your friends to like this Page

1,956 people like this

2,123 people follow this

Peter Crespin and 10 other friends like this

About See All

Send Message

www.jcna.com

Interest


Suggest Edits

Page Transparency See More

Facebook is showing information to help you better understand the purpose of a Page. See actions taken by the people who manage and post content.


Page created - October 3, 2010

Related Pages



Honda Cars

Like



Solitaire TriPeaks Video Game

Like

Background

- JCNA currently has a Facebook page
 - Used primarily for JJ advertisers and news items
 - Administered by Diane DuFour as part of Advertising Manager role
 - JCNA needs to increase use the FB Page
 - To give current members more visibility of club activities
 - To attract members
 - Supplement Jag Journal content
 - Kristine Newton, recently joined member of the Nations Capital Club has volunteered to manage the non-advertising content on the JCNA FB page.

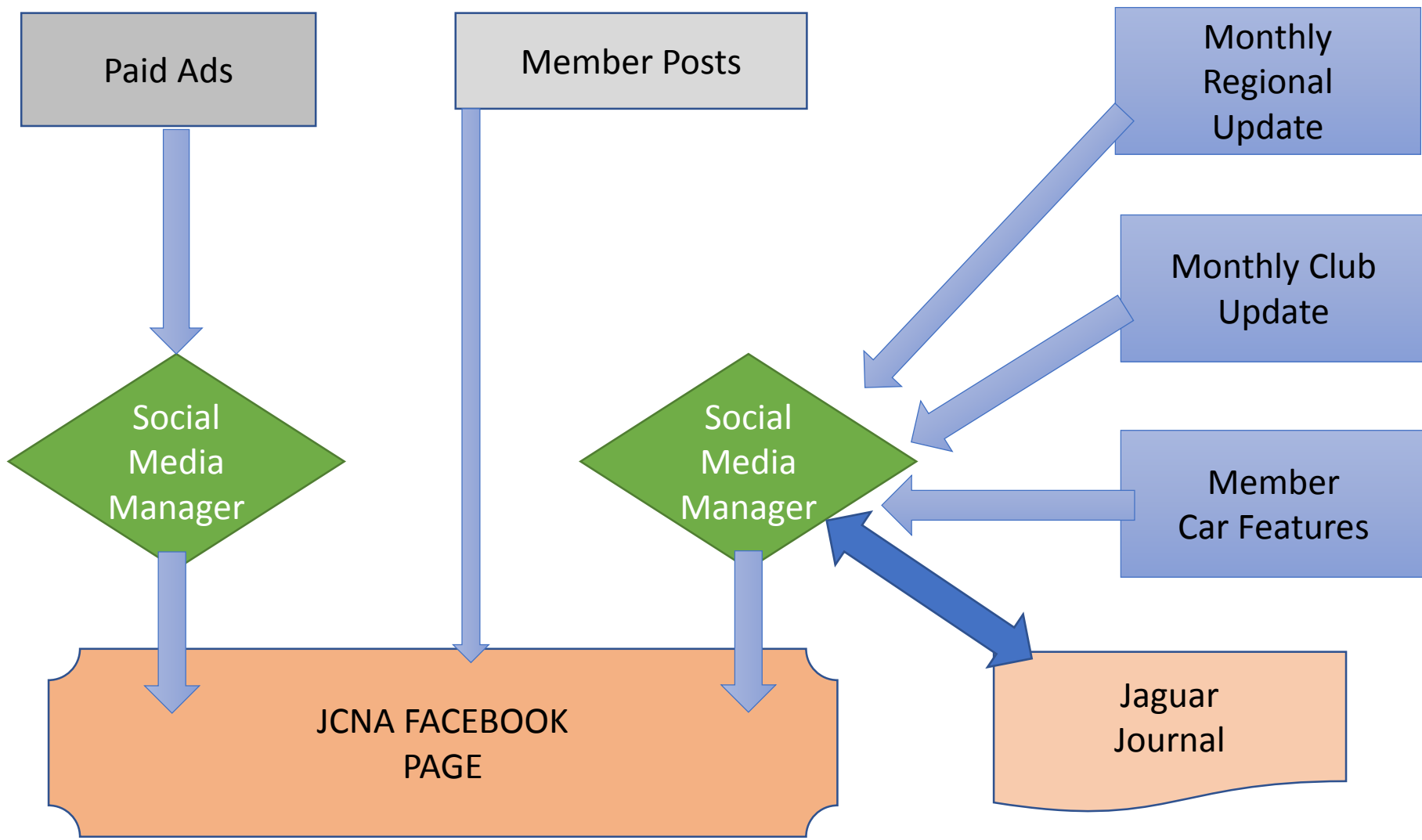
JCNA Social Media Manager

- Kristina Newton
 - Kristina and her husband members of Nations Capital
 - Strong background in Social Media
 - Currently is managing FB pages for businesses.
 - Kristina has volunteered to compile and edit content for the JCNA FB page.
 - Content would be provided by Regions, Clubs and Members.

JCNA Facebook segments each month

- Region Reviews
 - Rotating around the regions according to the calendar on the region. A few sentences (no more than 2 paragraphs) on events or activities in the region the previous month or what activities/events coming up the next month. Any special highlights or events that they have occurred.
 - Relevant photos zero to 5 photos per month.
- Featured clubs
 - Rotating around the clubs under the club logo and a picture of the club (can be from an event or a meeting, cars or people)
 - A recap of the club (who they are, what locations they service, how many times they meet, what types of events that they hold)
 - Contact information (Club website, Facebook Page, etc.) on how potential members in that area can reach the club.
- Featured Member Car
 - The regions and clubs to ask that members send in a photo of their car and the story behind it.
 - The stories would need to be no more than a paragraph or two.
 - Each entry should include a photo of the car, owner's name, car information and local club affiliation and any special features about the car (or special events - awards won, races done, special trips made)

Social Media Flow



JCNA Social Media/Facebook

- JCNA will expand the Social Media Presence
- Initial Focus is on Facebook
- Current use of Facebook for advertisers will continue. Diane DuFour will continue to manage advertisers
- Kristina Newton, member of Nations Capital Club is the Social Media Manager.
- Kristina will coordinate with Peter Crispin for FB v JJ content.

JJ and Website Advertising Report

The Jaguar Journal advertising revenue was relatively stable in 2019. Throughout the year, advertisers dropped out and were replaced by new advertisers. A couple of advertisers increased their ad size. Lack of response to their ads continues to be the dominant reason for ad loss. Typically, these are one-issue advertisers. Our most successful advertisers realize the value of top-of-mind advertising. Frequency is the key to successful advertising.

The 2020 rates/specs sheet is completed. There was no rate increase. The 2020 ad deadline schedule was emailed to all advertisers at the close of 2019. The print/banner ad package continues to be used as an incentive at the 6-time rate to add value. Banner ads are available to advertisers who only want an on-line presence.

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

Although the Welsh holiday insert was cancelled for the November/December 2019 issue, it is planned for this year. The cancellation was not a reflection of the insert's performance as a marketing vehicle - it was a budgetary decision.

The focus in 2020 is increasing ad revenue and successful collection of past due accounts.

Respectfully submitted,

Diane L. DuFour

JCNA STRATEGIC PLAN DEVELOPMENT



**Most Successful Organizations Know Where They
Are Going & Have A Plan On How They Want To
Get There!**

A Strategic Plan Provides:

Purpose

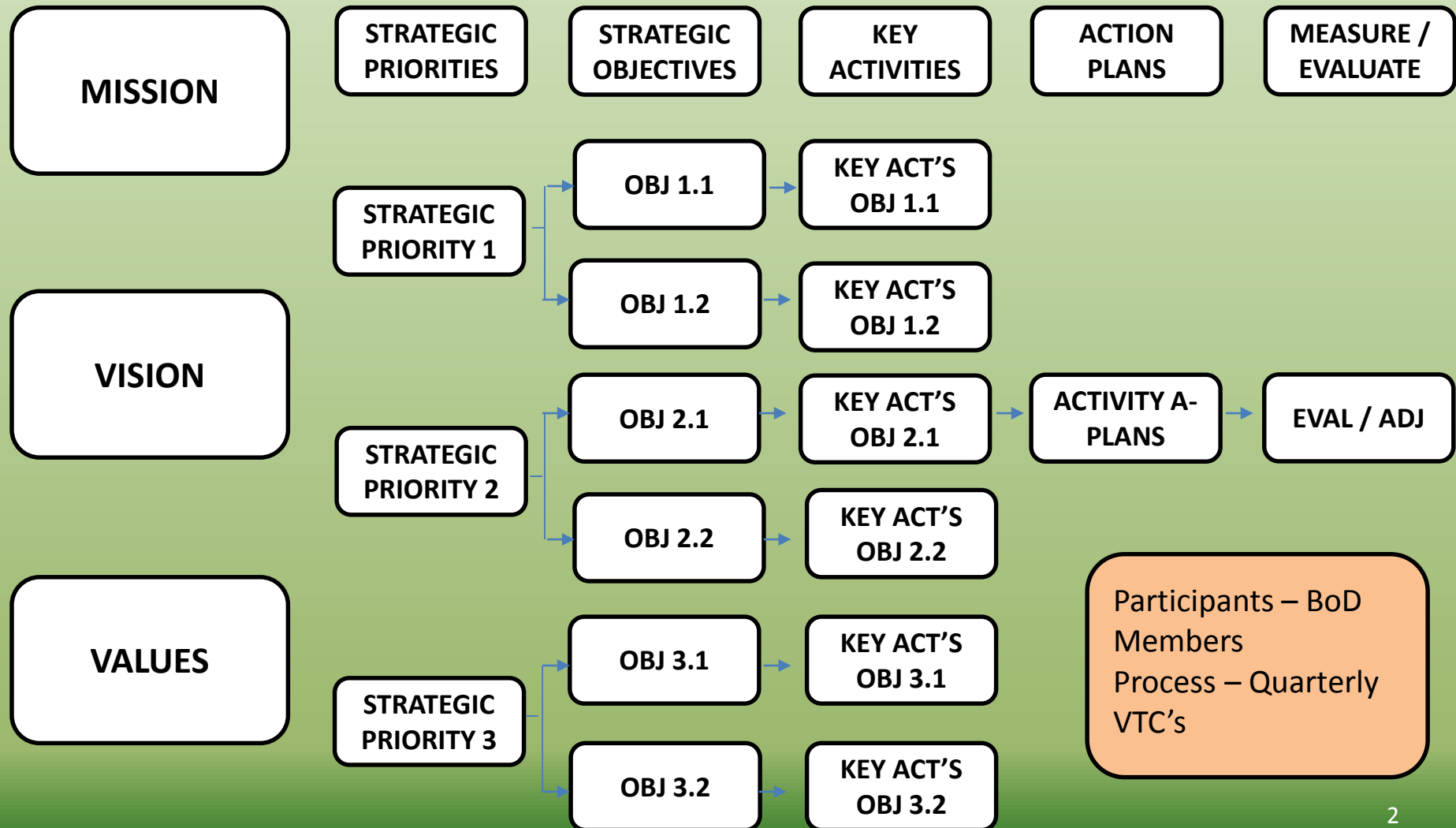
Direction

Focus

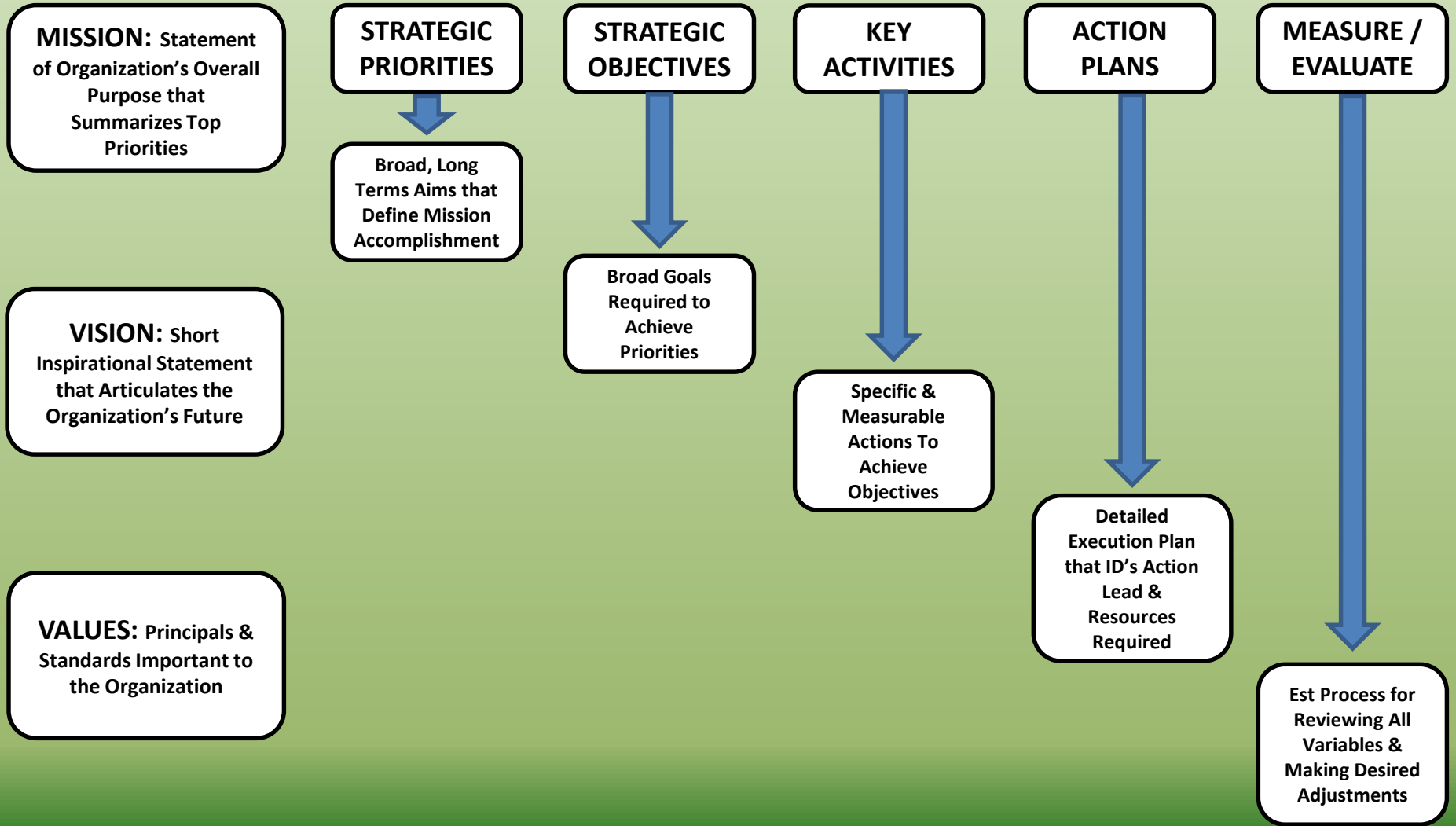
Resource Allocation

Cyclic Review

JCNA Strategic Plan Development Process



JCNA Strategic Plan Definitions



JCNA Strategic Plan Development



MISSION -The Objectives & Purposes of JCNA are to Promote Interest in Motoring, Foster & Encourage a Spirit of Mutual Interest & Assistance in the Acquisition & Preservation of Jaguar a Automobiles Among Owners

VISION - We, JCNA, Strive to Support & Increase Quality activities so that Affiliate Clubs & Members Can Broaden & Strengthen the Relationships Among Jaguar Owners & Enthusiasts, Ensure the Preservation of the Jaguar Marque & Enjoyment

VALUES – Members First / Broad Range of Competitive & Social Activities / Partnership With & Support JLR / Provide Affiliate Clubs & Individual Members With Added Value / Preserve History & Heritage of Jaguar Cars / Operate With Sound Financial Practices / Operate According To Legal & Ethical Standards / Welcome Wide Range Of People Of Varying Backgrounds & Interests

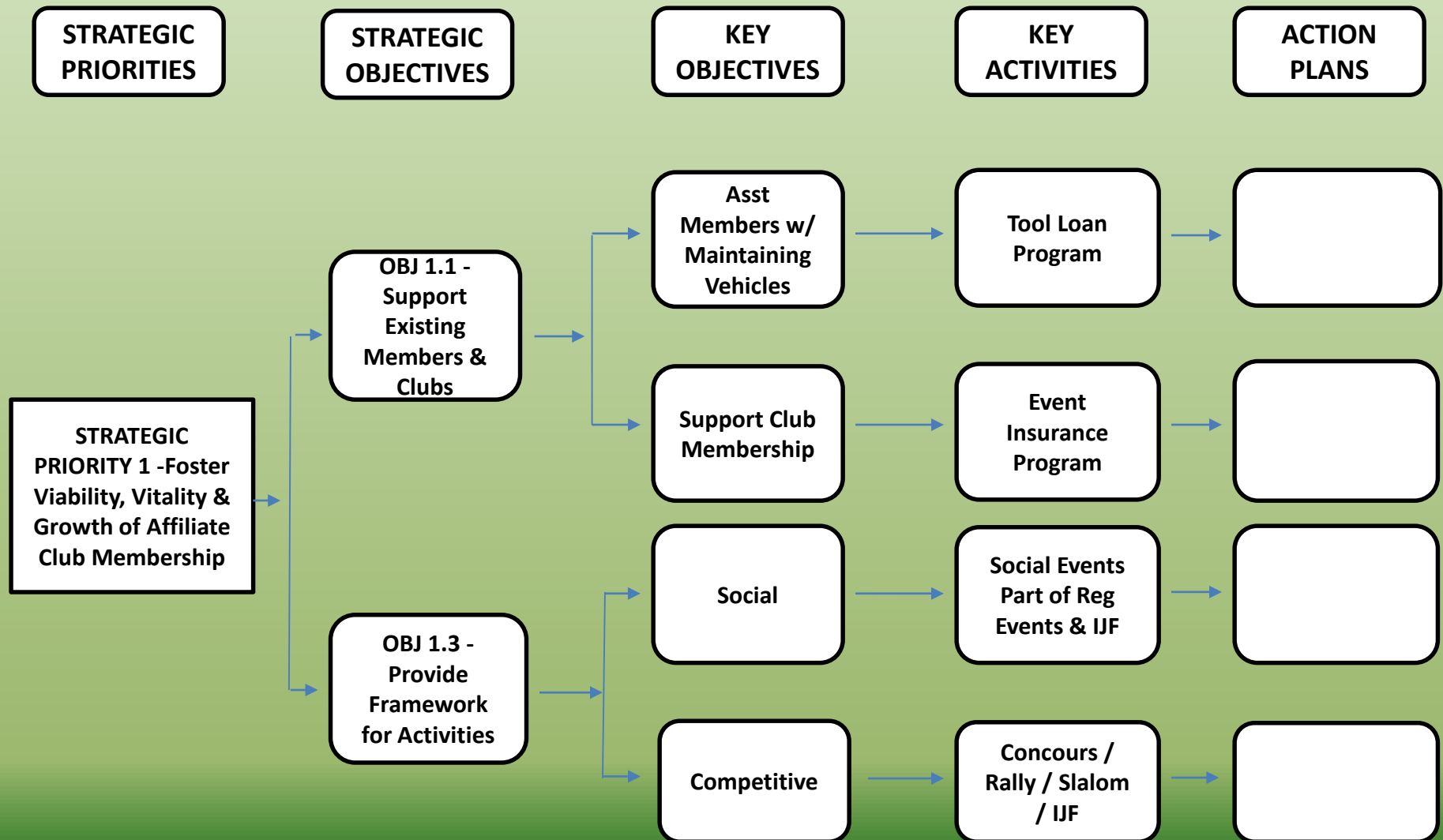
Strategic Priority 1 - Foster Viability, Vitality & Growth of Affiliate Club Membership

Strategic Priority 3 - Preserve the History, Heritage & Culture of the Marque

Strategic Priority 2 - Develop a Stronger, Mutually Beneficial Relationship With Jaguar Land Rover

Strategic Priority 4 - Remain a Stable Non-Profit Business Entity

2019 JCNA Strategic Plan Example





The Road Ahead

- Continue Refining The Process – Key Objectives / Key Activities
- Develop Action Plans
- Assign Stake Holders
- Present To JCNA Membership
- Execute / Solicit Feedback
- Measure / Evaluate / Solicit Member Feedback
- Adjust Plans as Required

JCNA 2019 EVENT ROLLUP

DATE	CLUB	CLUB #	EVENT TYPE	SANCTIONED	OFFICIAL	REMARKS
16-Mar-19	Jaguar Club of Florida	SE09	Concours	Yes	Yes	
5-Apr-19	Jaguar Club of A.C. (Mexico)	SC14	Concours	Yes	Yes	
27-Apr-19	Jaguar Owners Association of North Texas	SC35	Concours	Yes	Yes	
18-May-19	Heart of America Jaguar Club	SC16	Concours	Yes	Yes	
19-May-19	Jaguar Owners Club of Los Angeles	SW04	Concours	Yes	Yes	
26-May-19	Susquehanna Valley Jaguar Club	NC63	Concours	Yes	Yes	
2-Jun-19	Delaware Valley Jaguar Club	NE33	Concours	Yes	Yes	
7-Jul-19	Central Oklahoma Jaguar Association	SC31	Concours	Yes	Yes	
14-Jun-19	Jaguar Assoc of Greater Indiana	NC51	Concours	Yes	Yes	
22-Jun-19	Virginia Jaguar Club	SE12	Concours	Yes	Yes	
23-Jun-19	Jaguar Club of Southern New England	NE08	Concours	Yes	Yes	
23-Jun-19	Rocky Mountain Jaguar Club	SW07	Concours	Yes	Yes	
7-Jul-19	Ottawa Jaguar Club	NE48	Concours	Yes	Yes	
11-Jul-19	Carolina Jaguar Club	SE21	Concours	Yes	Yes	
13-Jul-19	San Diego Jaguar Club	SW03	Concours	Yes	Yes	
27-Jul-19	The Jaguar Car Club of Victoria	NW61	Concours	Yes	Yes	
27-Jul-19	Jaguar Club of Illinois	NC13	Concours	Yes	Yes	
3-Aug-19	Jaguar Driver's & Restorer's Club of NW America	NW41	Concours	Yes	Yes	
3-Aug-19	Jaguar Club of Ohio	NC28	Concours	Yes	Yes	
4-Aug-19	Wisconsin Jaguars Ltd.	NC47	Concours	Yes	Yes	
10-Aug-19	Jaguar Assoc of New England	NE18	Concours	Yes	Yes	
11-Aug-19	Ontario Jaguar Owners Assoc.	NC43	Concours	Yes	Yes	
24-Aug-19	Canadian XK Jaguar Register	NW42	Concours	Yes	Yes	
7-Sep-19	Jaguar Owners Club of Oregon	NW32	Concours	Yes	Yes	
7-Sep-19	Jaguar Club of Austin	SC37	Concours	Yes	Yes	
7-Sep-19	Jaguar Club of Pittsburgh	NC45	Concours	Yes	Yes	
8-Sep-19	Jaguar Drivers Club of Long Island	NE23	Concours	Yes	Yes	
15-Sep-19	Nation's Capital Jaguar Owners Club	NE40	Concours	Yes	Yes	
27-Sep-19	San Antonio Jaguar Club	SC50	Concours	Yes	Yes	
29-Sep-19	Jaguar Club of Southern Colorado	SW64	Concours	Yes	Yes	
5-Oct-19	Jaguar Assoc of Greater St. Louis	SC20	Concours	Yes	Yes	
5-Oct-19	Inland Empire Jaguar Club	SW60	Concours	Yes	Yes	
12-Oct-19	Sun Coast Jaguar Club	SE11	Concours	Yes	Yes	
19-Oct-19	Jaguar Club of Houston	SC38	Concours	Yes	Yes	
19-Oct-19	Jaguar Club of Central Arizona	SW02	Concours	Yes	Yes	
26-Oct-19	Jaguar Club of Southwest Florida	SE68	Concours	Yes	Yes	
26-Oct-19	Jaguar Club of Southern Arizona	SW01	Concours	Yes	Yes	
27-Oct-19	North Georgia Jaguar Club	SE57	Concours	Yes	Yes	
26-Jan-19	San Antonio Jaguar Club	SC50	Rally	Yes	Yes	
26-Apr-19	Delaware Valley Jaguar Club	NE33	Rally	Yes	Yes	
27-Apr-19	Delaware Valley Jaguar Club	NE33	Rally	Yes	Yes	
27-Apr-19	Delaware Valley Jaguar Club	NE33	Rally	Yes	Yes	
28-Apr-19	Delaware Valley Jaguar Club	NE33	Rally	Yes	Yes	
18-Oct-19	Delaware Valley Jaguar Club	NE33	Rally	Yes	Yes	
19-Oct-19	Delaware Valley Jaguar Club	NE33	Rally	Yes	Yes	AM
19-Oct-19	Delaware Valley Jaguar Club	NE33	Rally	Yes	Yes	PM
20-Oct-19	Delaware Valley Jaguar Club	NE33	Rally	Yes	Yes	
7-Apr-19	Jaguar Owners Association of North Texas	SC35	Slalom	Yes	Yes	
27-Apr-19	Nation's Capital Jaguar Owners Club	NE40	Slalom	Yes	Yes	
9-Jun-19	Jaguar Association of Central New York	NE25	Slalom	Yes	Yes	
15-Jun-19	Jaguar Association of New England	NE18	Slalom	Yes	Yes	
15-Jun-19	Jaguar Club of Florida	SE09	Slalom	Yes	Yes	
29-Jun-19	The Jaguar Club of Ohio	NC28	Slalom	Yes	Yes	
14-Jul-19	Delaware Valley Jaguar Club	NE33	Slalom	Yes	Yes	
28-Jul-19	The Jaguar Car Club of Victoria	NW61	Slalom	Yes	Yes	
31-Aug-19	Jaguar Association of Central New York	NE25	Slalom	Yes	Yes	
7-Sep-19	Jaguar Owners Club of Oregon	NW32	Slalom	Yes	Yes	
7-Sep-19	Jaguar Driver's & Restorer's Club Of NW America	NW41	Slalom	Yes	Yes	
8-Sep-19	Jaguar Owners Club of Oregon	NW32	Slalom	Yes	Yes	
28-Sep-19	Jaguar Association of New England	NE18	Slalom	Yes	Yes	
28-Sep-19	Nation's Capital Jaguar Owners Club	NE40	Slalom	Yes	Yes	
12-Oct-19	The Jaguar Club of Ohio	NC28	Slalom	Yes	Yes	

As of 02/01/2020

Color Code

Official
Within 3 Weeks Of Event
Over Due For Making 'Official'



JCNA INTERNATIONAL JAGUAR FESTIVAL 2020

October 28 – November 1, 2020

Ft. Myers Florida



*The Past The Future
Pure Jaguar*

SANIBEL HARBOUR MARRIOTT RESORT AND SPA

Click link below for **JCSWF** room reservations rate <https://www.marriott.com/events/start.mi?id=1580916180021&key=GRP>

17260 Harbour Point Dr. Ft, Myers, Florida

239-466-4000 www.sanibelmarriott.com



VISIT ONE OF THE MOST RENOWN MUSEUMS IN THE U.S.

Wednesday, October 28, 2020

REVS AUTOMOBILE MUSEUM

Revs Presents the Miles Collier Collection of over one hundred significant automobiles built between 1896 and 1995. The automobiles are an assemblage of the rarest automobile's innovation of our time. Located in one of the most beautiful cities in Naples, Florida



ENJOY A SUNSET DINNER CRUISE ON THE ***MARRIOTT PRINCESS*** YACHT *Wednesday, October 28, 2020*

Set sail with us!

Join us on a unique dining adventure aboard the Sanibel Harbour Princess 100-foot Yacht. Depart for a sunset and dinner cruise from the [Sanibel Marriott](#) dock, where you'll be treated to a lavish buffet.

You also have a choice of settings from which to take in the view - the outdoor observation deck or two indoor, air-conditioned salons. Our waterfront setting on beautiful San Carlos Bay provides a picturesque backdrop for memorable cruises.



2020 JCNA IJF RALLY

•The finest rally course in Southwest Florida awaits you•

•TSD rally using JCNA Rally Program Manual guidelines•

•JCNA championship rally certification pending•

•Interesting route with paved, scenic, pleasant roads•

•Engaging for driver and navigator•

•Fun and enjoyable for all experience levels•

•Showcases a diversity of SWFL environments•

•Includes notes on points of interest, history, culture and the environment along rally route•



2020 JCNA IJF RALLY

• Overall rally course and criteria are set with details being finalized.

• Thursday morning, October 29, 2020.

• Starts at host resort and runs entirely in Lee County, Florida.

• No specialized equipment needed.

• Mileages to one-tenth mile; timing to one second.

• About 66-miles, plus 14-mile odometer calibration.

• Mid-course refreshment and bathroom break.

• Transition and Free Zones where needed.

• Each leg independently scored.



2020 JCNA IJF RALLY



Bear Right

• *Clear instructions with a variety of fun course-following formats.*

• *General Instructions available in advance of rally.*

• *Straightforward odometer calibration leg.*

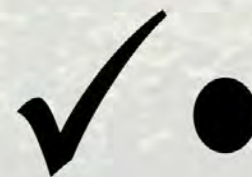
• *Route Instructions include text, tulips, sign graphics and landmarks.*

• *Logical, safe speed changes.*

• *Five (5) clearly marked checkpoints.*

• *Built-in pauses for stop signs and traffic lights.*

• *Teams routed directly to lunch at end of rally.*



2020 JCNA IJF RALLY

• Highlights and points of interest along the rally route •

• Small rural communities of Alva, Olga, Buckingham •

• Photogenic palm-lined McGregor Boulevard •

• Edison and Ford Winter Estates •

• Caloosahatchee River and tributary creeks •

• Historical Fort Myers River District •

• ECHO Global Farm and Nursery •

• “World Famous” Buckingham Blues Bar •

• Variety of authentic Florida landscapes •





2020 JCNA IJF

Scenic Driving Tour

Thursday October 29th, 2020

Crafted by John McCarthy

Hosted by





Tour Vision



***Sharing the flavor of southwest Florida:
Scenic drive with waterfront views...
...delightful destinations and delicious lunch.***

Features:

100 Mile Scenic Drive

Multiple Stops

(Shell Factory, Historic Site)

Availability of Unique Lunch Venue



100 Miles Round Trip

2020 JCNA IJF

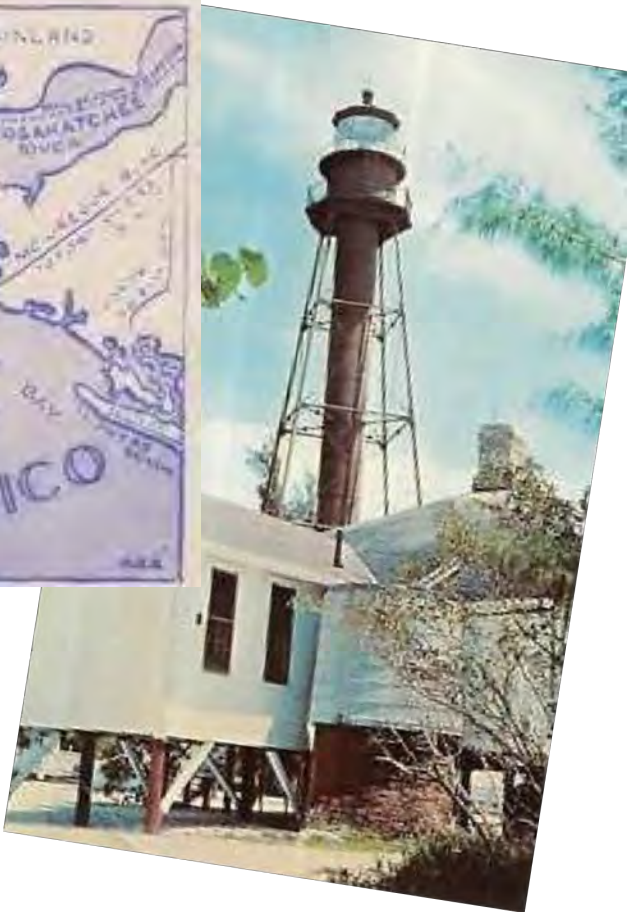
Ft. Myers Tour



Tour Itinerary:

- 2.5 hours Depart Harbour Point Marriott with right hand turn
Explore Sanibel Island and return to mainland
Drive Royal-Palm-Lined McGregor Blvd to Edison Estate
Cross the Caloosahatchee River to visit the Shell Factory (30 min)
Drive out Pine Island Road through Matlacha to Pineland
- <2 hours Lunch at the Tarpon Lodge – *Old Florida Ambiance*
- 1 hour Optional Randall Research Center / Native America Indian Mounds
- 1 hour Return to Harbour Point Marriott (Host Hotel)

Sanibel Island





Ft. Myers



*Pine Island
and Pineland*



Y maps - Yahoo Search Results

Rand McNally Driving Director

how do I delete a stop in rand

+

maps.randmcnally.com

History

Search history

View

SUN COAST JAGUAR JAGUAR CLUB

Enter Your Destination

Get To Your Destination Faster With Free Directions Found App. Printable Maps. Interactive Directions Found

OPEN

A

Directions

?

⚙

A

17260 Harbour Point Dr, Fort Myers:

Save Address

Add a Stop

Distance

9.1 Miles | 21 min

B

1 Wildlife Dr, Sanibel, (Lee), FL

Save Address

Add a Stop

Distance

22.6 Miles | 41 min

C

2350 McGregor Blvd, Fort Myers, (

Save Address

Add a Stop

Distance

5.8 Miles | 9 min

D

16554 US-41 N, North Fort Myers, (

Save Address

Add a Stop

Distance

22.1 Miles | 38 min

E

13771 Waterfront Dr, Bokeelia, (Lee

Save Address

Add a Stop

Distance

32.1 Miles | 54 min

F

17260 Harbour Point Dr, Fort Myers

Save Address

Add a Stop

SUN COAST JAGUAR JAGUAR CLUB

Attribution

Map of Fort Myers and Sanibel area with route A-F

Note: Routes are general for planning level estimates

Type here to search

12:42 AM 8/8/2019

15

2020 JCNA IJF Tour Summary

Ft. Myers and Islands Scenic Tour

100 Miles

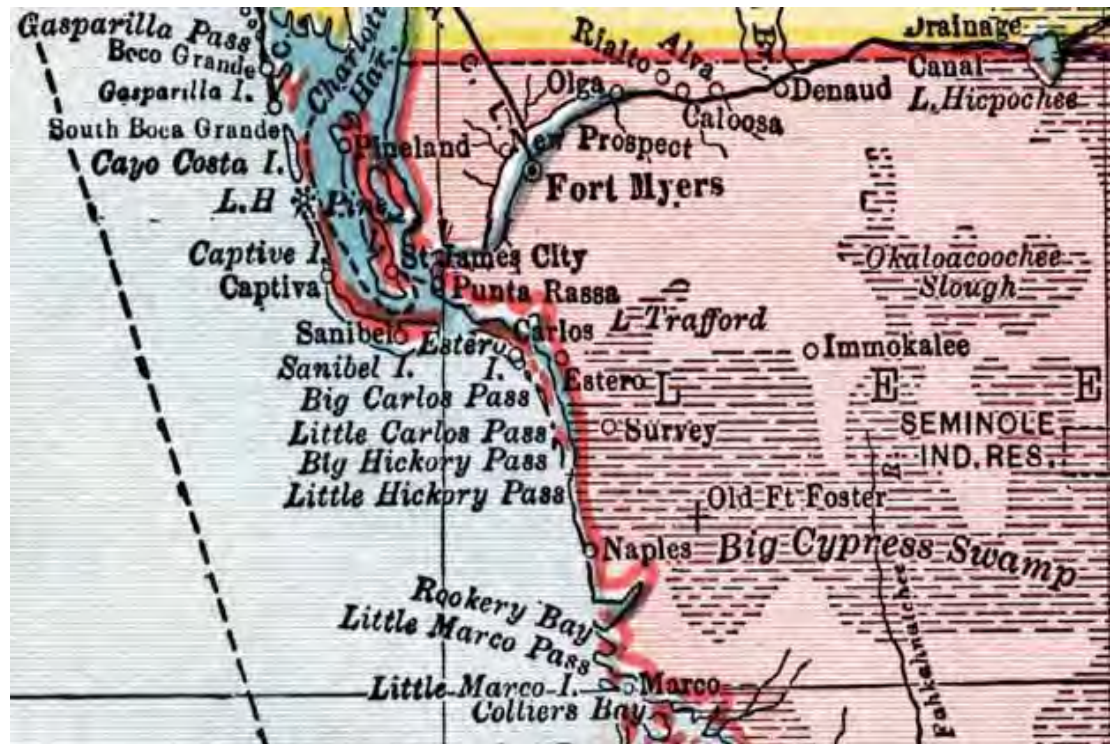
Sanibel Island

McGregor Boulevard

Shell Factory

Pine Island for Lunch

Optional Historic Site Tour



2020 IJF Concours d'Elegance

Friday, October 30th

SANIBEL HARBOUR MARRIOTT RESORT AND SPA



2020 IJF Slalom

Saturday, October 31st



2020 JCNA International Jaguar Festival

Event Summary

Hosted by:

Wednesday October 28th – Revs Institute Museum Tour

Wednesday October 28th – Sunset Dinner Cruise

Thursday October 29th – JCNA Sanctioned Rally

Thursday October 29th – Scenic Driving Tour

Friday October 30th – JCNA Sanctioned Concours d'Elegance

Saturday October 31st – JCNA Sanctioned Slalom

Supported by:

Sunday November 1st – Farewell Breakfast



Jaguar Car Club



Of North Florida





JCNA INTERNATIONAL JAGUAR FESTIVAL 2020

October 28 – November 1, 2020

Ft. Myers Florida

Please join us in Florida!



*The Past The Future
Pure Jaguar*



JCNA IJF Host Club

JCNA INTERNATIONAL JAGUAR FESTIVAL "SOUTHWEST FLORIDA STYLE"

SANIBEL HARBOUR MARRIOTT RESORT & SPA

17260 Harbour Point Dr. Fort Myers, Florida 33908



Room Reservations [Book your group rate for Jaguar Club of SWFL - 2020 Intl Jaguar Festival](#)

Hotel - direct number **239-466-4000**

Hosted by

JAGUAR CLUB OF SOUTHWEST FLORIDA

philmannino2@gmail.com – 407-312-0218



NOTE: PREREGISTRATION REQUIRED FOR ALL EVENTS AND DINNERS,

Wednesday, October 28, 2020, SPECIAL EVENT - REVS (Renown Automotive Museum), Naples FL

<https://revsinstitute.org/>

- | | |
|--------------------|---|
| 9:00 am to 5:00 pm | IJF Event Registration (Sanibel Hotel) Azalea Room |
| 10:15 am | Meet in the Sanibel Tower lobby |
| 10:30 am | Depart for lunch (Drive your car) |
| 11:15 am | Lunch – place TBA |
| 1:00 pm | Depart from the restaurant |
| 1:15 pm | Arrive at REVS Institute |
| 1:30 pm | Meet with <u>Mark Vargas</u> (REVS Institute Curator) |
| 2:00 to 4:00 pm | Private tour through the REVS Institute |
| 3:00 pm | Hotel Check-In opens (SANIBEL HARBOUR MARRIOTT RESORT & SPA) |
| 5:30 to 7:30 pm | Marriott Princess Cruise (Two-hour Dinner Cruise) Cash Bar |
| | Leaving from the back of the Sanibel Tower Hotel) |
| | Slalom - (Presentation by Tom Wright) |



Thursday, October 29, 2020

- 9:00 am to 5:00 pm **IJF Event Registration (Sanibel Hotel) Azalea Room**
 9:00 am Meet at Sanibel hobby for **Rally or Scenic Driving Tour**.
Option (Schettle to and from shopping area)
 9:45 am **Rest stop**
 10:00 am Begin the second leg of Tour
 11:30 am **Jaguar Fort Myers Dealership** for lunch
 3:00 pm Hotel is open for Check-in
 6:00 to 7:30 pm **Welcome Reception (Island Room) Hors D' Oeuvres served** Cash Bar
Dinner at your leisure (Concours packet consist of recommended Restaurants)



Friday, October 30, 2020

Concours d'Elegance Sanibel Hotel Berkley Lot ("On The Green")

Divisions – Champion, Driven, Special, Preservation, and Display

Concours Green Roll-in

Note: Before cars Roll on the Green an **Operational Verification** will take place:

- 6:30 to 7:00 am XK120, XK140, XK150, Early Saloons, Preservation Class
 7:00 to 7:30 am E-Types
 7:30 to 8:00 am XJ6, XJ8, XJR S-Type, Estates
 8:00 to 8:30 am XJS, XK8, XKR, XK, XKR
 8:30 to 9:00 am XF, XE, F-Type, F-Pace, E-Pace, I-Pace
 9:30 to 10:00 am Participants meet with Chief Judge
 10:15 to 10:45 am Judges meet with Chief Judge
 11:00 am Rags down/Ceremony Kick-Off IJF 2020
 Judging Begins
 12:30 pm Lunch?
 1:00 pm Judging Resumes
 3:00 pm Concours Judging completed



(IJF) INTERNATIONAL JAGUAR FESTIVAL BANQUET/AWARDS DINNER 2020

- 6:00 to 6:30 pm Reception (**Gardens Ballroom**) Cash Bar
 7:00 to 10:30 pm Dinner/Awards Banquet (**Gardens Ballroom**) Cash Bar
Introductions
 8:00 to 8:10 pm JCNA
 8:15 to 8:30 pm JLR
 8:35 to 9:00 pm Insurance TBD (**Question/Answers**)
 ✓ Car Collecting
 ✓ Car Values
 ✓ Insurance for your Classic
 9:05 to 9:15 pm Coventry Foundation

9:20 to 10:15 pm - **Awards Honored to the Concours d'Elegance 2020 IJF Divisional Winners**

Introductions Cont.

Jaguar Club of Florida

Tom Wright (JCOF Slalom Master)

Jay Hixson (JCOF Rally Master)

Eric Klerholm (JCOF President)

Sun Coast Jaguar Club

John Mc Carthy IJF Scenic Driving Tour SCJC (President)

Jaguar Club of Southwest Florida

John Dent - IJF Slalom (JCSWF Board Member)

David and Sandra Milligan - Rally (JCSWF Member)

Gary Dworkin - REV Automobile Museum (JCSWF Board Member)

Sponsors – Thanks to our sponsors

Saturday, October

9:00 am

(Meet in Sanibel Tower lobby for drivers meeting)

9:30 am

Drive to Slalom track.

Option

(Schettle to and from shopping area)

10:45 am

Slalom lunch (Restaurant TBA)

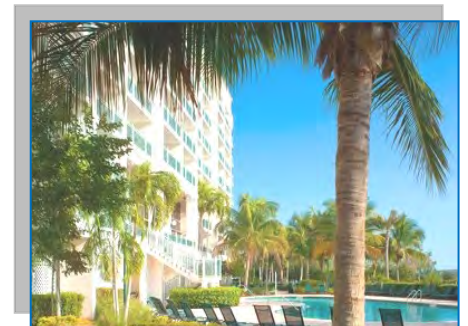
11:00 am

Return to the Sanibel Marriott Hotel



7:00 pm

Cocktails and Dinner at **Poolside** Cash Bar
Rally and **Slalom** Award Dinner



Sunday, November 1, 2020

8:30 to 10:30 am

Farewell Complimentary Breakfast (**Veranda Room**)

➤ Last Comments

- JLR Dealership
- JCNA
- JCSWF
- JCOF
- SCJC
- Hotel Sales Director
- Phil Mannino





Registration Form

JCNA International Jaguar Festival 2020 Fort Myers, Florida

WEDNESDAY, OCTOBER 28 – SUNDAY, NOVEMBER 1, 2020

SANIBEL HARBOUR MARRIOTT RESORT & SPA

17260 Harbour Point Dr. Fort Myers, Florida 33908

For Room Reservations [Book your group rate for Jaguar Club of SWFL - 2020 Intl Jaguar Festival](#)

Hotel - direct number **239-466-4000**

Name/s: _____ Address: _____

City: _____ State: _____ Zip Code: _____

JCNA Number: _____ JCNA Club: _____ Region: _____

Primary Phone: _____ Mobil Phone: _____ Email: _____

OCTOBER 28, WEDNESDAY

	PRICE	PERSONS	\$ TOTAL
Breakfast on your own			
Lunch	N/C	()	N/C
REVS World Renown Automobile Museum Tour	\$40.00 ea. person	()	\$ _____
Marriott Princess Dinner Cruise limited Space - Cash Bar	\$75.00 ea. person	()	\$ _____

OCTOBER 29, THURSDAY

Breakfast on your own			
Rally - Lunch Included - (Jaguar Ft. Myers Dealership as your host)	\$35.00 ea. person	()	\$ _____
Scenic Tour - Lunch Included – (Jaguar Ft. Myers Dealership as your host)	\$25.00 per car	()	\$ _____
Welcome Reception Marriott in the Island Room Hors d'Oeuvres - Cash Bar	N/C	()	N/C
Dinner on your own. (List of restaurants in your concours packet).			

OCTOBER 30, FRIDAY “On the Green” JCNA IJF Concours d’Elegance Registration

1st Car: Model: _____ Style: _____ Year: _____ Class: _____

2nd Car: Model: _____ Style: _____ Year: _____ Class: _____

Champion \$70 **2nd Car \$40** **Driven \$70** **Special \$70** **Display \$35** \$ _____

I am a **CURRENT** Certified JCNA Judge and available to judge at the IJF – **YES** **NO** (please circle one)

Class/s that you would like to judge _____

Concours Awards Dinner in the [Garden Ballroom](#) - Cash Bar \$90.00 ea. person () \$ _____

OCTOBER 31, SATURDAY

Breakfast on your own

JCNA Slalom (Helmet Required) Lunch Included

\$40.00 per car () \$

Model: _____ Year: _____ JCNA Class: _____

Slalom & Rally Award Dinner (**Marriott Poolside**) - Cash Bar

\$70.00 ea. person () \$

November 1, SUNDAYFarewell Breakfast & Awards Marriott in the Veranda Room

N/C () N/C

Total amount \$ _____**NOTE: Deadline date to register for the IJF – September 30, 2020**For more information contact Phil Mannino, IJF Chairman (407)312-0218 or philmannino2@gmail.com**HOW TO SUBMIT Registration and Payment:** Register online jaguarclubofswf.com or check payable to **JAGUAR CLUB OF SWF**, mail to Janet Deile (Club Treasurer) 9436 Treasure Lake Ct. St. James, FL 33956

Release Statement: I hereby agree to enter the above-described car(s) in the 2020 Concours d'Elegance for the Jaguar Club of Southwest Florida and may participate in these events and other valuable considerations and intending to be legally bound. I agree to release the Jaguar Clubs of North America, Jaguar Club of Southwest Florida, Jaguar Cars, Ltd, and the Concours Committee for all liability for injuries, damages or loss arising from my entry and attendance. This is a JCNA sanctioned event. JCNA Members Only. Jaguar Cars with Jaguar engines only. Please, no "For Sale" signs. See <http://www.jcna.com> details.

Signature _____ Date _____

JCNA AGM Proposal 2021

Jaguar Associate Group – JAG SW05

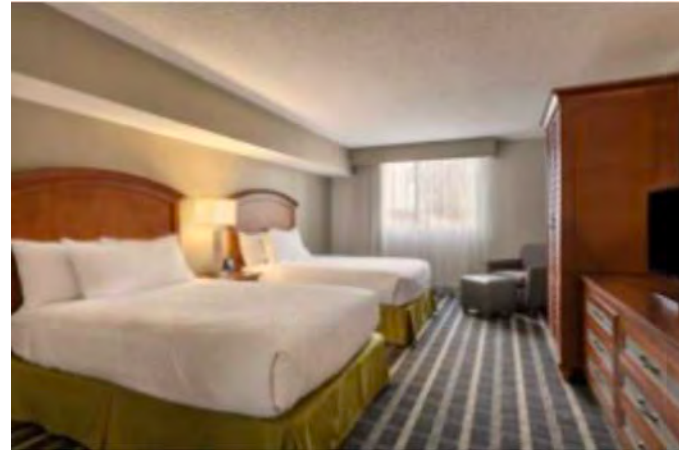
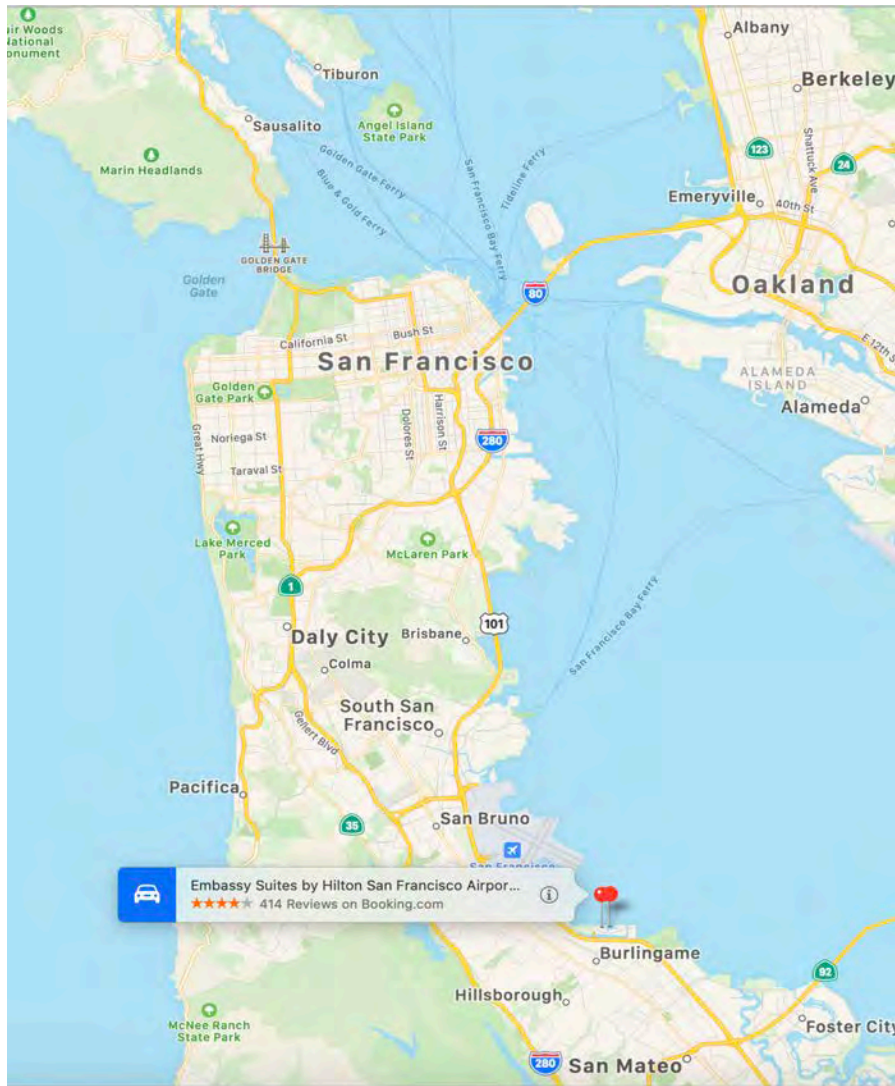
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2021 AGM

- Jaguar Associate Group – SW05 proposes to host the 2021 AGM
- Dates March 25th - 28th 2021 or March 4th – 7th 2021
- Proposed hotel is **Embassy Suites San Francisco Airport Waterfront.**
- Hotel
 - Hotel is adjacent to San Francisco Bay 2.5 miles from SFO.
 - Located close to San Francisco Airport with shuttle from airport and to BART.
 - Close to Burlingame Mall and downtown San Francisco accessible on BART.
 - Wide variety of locations to visit.
 - Cooked to order breakfast and complimentary evening reception
 - Complementary overnight parking and wifi.
 - Recently remodeled





2021 AGM

- Convenient Location for transport to and from downtown SFO
- Local features
 - Downtown Burlingame
 - Golden Gate Recreational Area
 - Alcatraz Island
 - 4 Motor Museums
 - Academy of Arts University (Industrial Design +Restoration Programs)
 - Convenient for visits to Napa and Sonoma Wine Country.





2021 JCNA International Jaguar Festival – Texas Style

The Jaguar Owners Association of North Texas will be the host Club for the 2021 International Jaguar Festival. We look forward to participation from our three other Texas Clubs – Jaguar Club of Houston, Jaguar Club of Austin and the San Antonio Jaguar Club.

Proposed Date: October 2021

Venue: Two venues are being investigated, as follows

1. Historic Grapevine, Texas was founded in 1844. It has a colorful history with Bonnie and Clyde connections, numerous local wineries and a great downtown area.
2. Frisco, Texas was incorporated in 1904, however, it wasn't until the year 2000 when it became the new North Texas growth corridor. It is the home of the Dallas Cowboys, the Dallas Stars NHL team, major league soccer with FC Dallas, and the Rough Riders baseball team. It is a dynamic city with theaters, art galleries, a Heritage Center and many parks.
3. Both venues provide access to quality hotels and local activities.

Events being considered:

1. Rally and/or Scenic Drive through North Texas
2. Access to Eagles Canyon Raceway – exercise your Jaguar on our newly renovated and expanded road course
3. Tour of Texas Motor Speedway – hosts of our annual NASCAR and Indy Car races
4. Tour of Dallas Cowboys home office and Training facility
5. Tour of Dallas Cowboys AT&T Stadium
6. Sanctioned Slalom event
7. Sanctioned Concours event
8. Western theme awards banquet – put on your best boots and cowboy hats and join us for traditional Texas fare

Local Jaguar Dealer participation: We are blessed with a strong dealer relationship with Jaguar Land Rover Frisco.

We look forward to seeing y'all next year!

AGM
20
22



WHEELS & WINGS

A Celebration of the
Aviation & Automotive
Industries on Long Island

March 17-20, 2022

Presented by the
Jaguar Drivers Club of Long Island



Tentative AGM 2022 Schedule



- Hotel** One of three national brand hotels depending on room rates and meeting and banquet room size.
- Thursday** Board of Directors Dinner - Possible locations:
- Milleridge Historic Inn- Hicksville milleridgeinn.com
 - Oheka Castle- Huntington oheka.com
 - Harbor Mist Inn- Cold Spring Harbor harbormistrestaurant.com
- Friday (Daytime)**
- Board of Directors Meeting
 - o Breakfast—at hotel
 - o Lunch—at hotel
 - Registration
 - Goody Bags provided
 - Vendor tables set up
 - Silent Auction set up
 - Test Drive New Jaguar Models at Hotel provided by Huntington Jaguar Dealer

Tentative AGM 2022 Schedule



Friday (Evening)

Welcome Event at the Cradle of Aviation:

- Private Guided Tours of the Museum—Not open to the public
- Member and Dealer Jaguars plus other significant automobiles on display in the lobby.
- Buffet dinner in the exhibit areas

Saturday (Morning)

- Breakfast at the Hotel
- AGM Business Meeting
- Non-Delegate Tours of the Vanderbilt Museum
- Seminar 1 - CMA Models/Automobilia Magazine—
Business of high-end scale models and automotive collectibles

Tentative AGM 2022 Schedule



Saturday (Afternoon)

- Lunch at the Hotel
- Seminars at the Hotel:
 - o Seminar 2 - Howard Kroplick—History of the Historic Vanderbilt Cup Races
1909 Alco racer on display
 - o Seminar 3 - Q&A—Appraisals and Valuations Jaguar Cars

Panel Participants:

- Newsday
- Hagerty Insurance
- Donovan Motors

Saturday (Evening)

Award Banquet at the Hotel:

- Guest Speaker to be determined
Subject to be Jaguar-related

Sunday (Morning)

- Get away event—Tour of the very special private Peter Nettersheim Motorcycle Museum

Tentative AGM 2022 Schedule



General

Vendor Displays at the Hotel:

- o Welsh
- o Barrett
- o CMA Models/Automobilia Magazine
- o Donovan Motors
- o Coventry Foundation
- o Hagerty Insurance
- o Jaguar Huntington
- o Collector Car Showcase
- o AutoSport Design



JCNA AGM 2020 - Fraud Alert - 1

- JCNA & Club Treasurers - **beware** of attempted e-mail fraud
- Modus Operandi
 - Criminal sends email to club Treasurer or other President email address
 - Mail has title such as “Disbursement of Funds to Vendor” or “Urgent Payment to Vendor” or “Are you available to assist me”
 - If Treasurer/Officer responds, the email reply goes to the Criminal, not the President
 - The Criminal then responds with directions to deposit funds to a local bank account or purchase Apple or Amazon Gift cards and to send the numbers/codes.
- Be Aware
 - Treasurer should always contact President (by phone) to verify any requests
 - Inspect email by right click on From: address or look at the ReplyTo: address and check for fake email address such as pressi.dent@mail.com
- Actions
 - Ignore the request
 - Keep the original mail request intact
 - Report to JCNA and alert other club officers.

JCNA AGM 2020 – Alert - 2

JCNA Officers and Committee members - **beware** of suspect emails with attachments

Modus Operandi

Criminal sends email to club members with attachments or embedded links
The mail may pretend to be from DHL with a shipping invoice or a request for quotation or a sales order.

To view the invoice/sales order an attached documents must be opened or an embedded link clicked on. This may infect your device with a virus or ransomware.

The criminal often sends a burst of messages. All committees for instance

Actions

Run a Virus checker on your Pc/Laptop/Phone and ensure that it is up to date
If possible, set your mail client to not download attachments until requested
Do not open suspect attachments or click on suspect embedded links.
Delete the message and empty your trash.
Report to JCNA and alert other club officers.