

**6/21/2018**  
**General Membership Meeting**  
**Denver, CO**  
**Approved: 7/23/2018**

Opened @ 8:04 pm  
All BOD members present except Ed De Pouli.  
Approximately 100 BCA members in attendance.

Welcome and introductions delivered by President Alan Oldfield. All BOD members identified along with Buick Club Office managers, and Bugle Editor. Past Presidents and past BOD members introduced. Meet Director and Mile High Chapter team identified.

Pledge of Allegiance: led by Roberta Vasilow.

Tim Coy, videographer, introduced.

**Alan Oldfield:** And I guess we get down to business. I invited, the board invited, our friends from Mid West City, our hosts for next year, and we have some of the folks who made the trek here and we really appreciate you being here. <indistinguishable> , and we have Susan Florio from the Visitors and Convention Bureau. Ron Sullivan, who is the Public Works Director, <indistinguishable>, Matt Dukes, the Mayor, and Mia Moore of the Sheraton . So who would like to come up?

**Ron Sullivan:** Thank you Alan. I do not have the words to express to you how excited we are that you've chosen our city for your next year's event. Mid West City is an eastern suburb of Oklahoma City, population of about 56K people, who were willing to serve the air force base during WWII. We are a very patriotic community. We love our Country. We love everything about our Military and we are so excited that you're gonna be there next year. I'm the public works director for the city. Our entire city, our entire team, is going to be involved to make sure you have a very wonderful stay and a good time in our city. And they will spend all of your time there, that's Susan, and Mia, and the Mayor. We wouldn't be here if we weren't very excited about your coming.

You're going to be welcomed to a hospitality district in our city. Alan and I had this conversation just a minute or two ago. He spent some time in Oklahoma in his career. You're gonna see a beautiful hospitality district that was an area of our town that was rebuilt after a tragic May 3<sup>rd</sup> 1999. An F5 level tornado leveled this part of our town. There was nothing left, nothing! And you're gonna see some beauty that came out of tragedy.

We are so excited you're coming <indistinguishable> . It's been a great week so far, been on one excursion , I heard you folks chatting around and walking around about the ranch and some of the automobiles you saw out there. It sounds like absolute <indistinguishable>. We're ready for you to come, and we're gonna take you by plans and we're ready to make sure you have a good time. So for those who didn't make it this year, spread the word. We're excited. Please, if you can make it to Denver, you can make it to Central Oklahoma. And we are excited about that.  
<cross talk>

So, make plans now. Susan and Mia will be out here at our booth out front of your hospitality room for the next day or. They're gonna view the car show on Saturday so they can see the logistics of that and a

few others things about your event. We're here to learn so that we can help you have a good show, and good time. So they'll be out here to answer your questions about our community. They will be able to pull a few strings here <indistinguishable> hopefully make reservations. Technically we're not supposed to be able to do that unless we're 365 days out, we're about 367-368, right? <cross talk>

But she's going to pull a few strings, go ahead start taking reservations tomorrow, and start taking those as well. The Sheraton Inn will fill up real quickly, just like this property did here, but there are, what, Susan, within walking distance there are over 400 rooms within walking distance of the actual conference center. So come join us, love to have you. As we say out <indistinguishable>, see ya'all next year. <applause>

**Alan O:** <indistinguishable> So as you read the Bugle and read the minutes you know that the board has been pretty active this year. <indistinguishable> a membership meeting do a quick summation of <indistinguishable>. But a few things that the Board's taken action on, and some of the outreach efforts from this year, <indistinguishable> and the actual power point<indistinguishable>. But I think it's always important to start out with the membership and the trends, and I'll try not to stand in the middle of this. < Power Point Presentation file>



**Roberta:** Do you want me to come over and push the button?

**Alan O:** That'd be swell! <indistinguishable> So going back a few years you can look at 2015 and the membership trends from 2015, 2016, and this is from June of 2018 and <indistinguishable> of 16, and Roberta, would you push the magic button there?

**Roberta:** Which one is that? <cross talk>

**Alan O:** So we're down about 6% <indistinguishable> from 2015-2018 and that's just kinda a foundation for some of the discussion we'll have.

## Membership Statistics

Membership continues to decline, after a bump in 2016:

June 30 2015 = 7211  
June 30 2016 = 7237  
June 30 2017 = 7028  
June 2018 = 6842

6%  
2015-2018



<cross talk>

**Alan O:** So John De Fiore has been a master at keeping track of the board actions this year. So this next session is built on his notes on the things that we've done and organized it mostly <indistinguishable> But there are a couple of things I want to highlight. <cross talk>

One of the things that I think is really crucial to BCA is that we keep our partners for the long term, so we were very pleased earlier this year to extend the contracts for our key partners: Pete Phillips, Cindy Livingston, who are instrumental in their work for our award winning magazine, and Mike and Nancy Book of the BCA Office, so <indistinguishable> .

We approved Cleveland Ohio for the 2020 National Meet. Some of you may have heard about that, it's actually Strongsville. That team is raring to go. There's a lot to do and we still have several setting meetings going forward.

We did this the last time and again thanks to John De Fiore for re writing some of the copy point on job duties of the regional coordinators, regional chapter coordinators do. If anyone's interested that position is open, so opportunities await if you're interested in that and then there's the final approval on that job change.

We also gave final approval to a specific term for the CFO. When we have a CFO, the; we carved out a two year appointment when appointed by the Board.

And we have approved a program to recognize our 50 year members. Some of you may have read about that in the Bugle, and you'll be hearing more about that at this meet.

Also looking at the investments that the BCA has, with the <indistinguishable> we made some changes to our investment plan which will increase our income over the next several terms.

And we did increase expense reimbursement for board members for travel to board meetings.  
<cross talk> <indistinguishable>

**Alan O:** How bout I do that. We established a line item for conference calls, recording conference calls. I think it's improved communication so it's easier to hear somebody, or see somebody, rather than doing everything through e mails, we actually established a line item for the budget for that. If you want a hard copy of the minutes you may request those, those can be sent to you. So that was part of our discussion. <indistinguishable>

**Alan O:** < to Roberta> Why don't you back up one (slide)  
<cross talk>

**Alan O:** That'll be good. This will be part of our discussion in just a few minutes ( Vote to declare \$100K of reserves to be excess) Looking at the amount of money the Club has in the bank there's been a lot of discussion about that, and we'll get ahead of ourselves here ,but the board did vote a couple of months ago to declare around \$100,000 of those reserves to be considered for distribution in some fashion for the benefit of membership . That's as far as that discussion has gotten so one of the things we'll be looking for this board to do tomorrow is continue that discussion . But that is on the table. That's a decision the board took so that's something we'll be discussing <indistinguishable>.

And I think this is something <indistinguishable>, approved funds to digitize the past issues of the Buick Bugle. Bill Stoneberg has done a lot of work on that and we've seen the early fruits of that project. I think we've see the 1966 Bugles the..

**Bill Stoneberg:** Yeah, we're up, we're up to until about, I'm sorry, were up to about 1980 right at the moment.

**Alan O:** So those eventually will be available online. So that's kind of an exciting project.

We've also approved a project that we are still working on (E bugle discount). This is essentially a way to appeal to those people who are engaged at the chapter level but not necessarily a member of the national BCA club. And we know there are some of those. So the thought here is to establish a program for discount membership for a person to receive the e bugle, but you have to be certified as a member of a local chapter. So it's kind of entry way onto full membership, recognizing that a lot of work is done by volunteers at local chapters who don't necessarily have full appreciation of the value of belonging to the Club. So we're trying to develop a program to get that a little easier for them. John De Fiore has spearheaded that for us and continuing to working on that when his term is done.

So, we did some outreach this year that we'd like to talk about. One thing about the Club> As you know, if you run into someone who doesn't know much about the club, and start talking Buicks to them, sometimes they get pretty excited too. So this is part of the effort to identify people who love cars, love Buicks and don't know, or don't know much, about the BCA. So that is the purpose of this outreach. It's part of trying to keep membership growing, and robust, and to spread the word.

So we have a few things I want to share with you about that. One of the things that I think epitomizes the Board's work on your behalf, is the fact that several board members took their time to make calls, to sit down and reach out to people who have not renewed. Get em on the phone and go "Hey!" We're from the Buick Club and we noticed that you used to be, and still could be. And Bob and Ed and Larry put themselves in the chair and made a lot of calls there.

In October we did what we've done for many years in terms of established outreach. We got a tent at Hershey. I know a lot of people here are involved in that. And if you go to Hershey you've probably seen the BCA tent and stopped by, and had a bit of conversation. It is always staffed by volunteers, and it's a nice place to stop and chat and go for a bit of cookies in the Buick hub caps there on the table. Chance to get a little refreshment too. And Wray and Ron, I think, have staffed that for a long time now. Assisted varying by some strong members of the Club. So that's one of the things we've been doing for a long time.

One of the things we've never done before last year was to go to the Muscle Car/Corvette Nationals in Rosemont, Chicago, Illinois. We went there because there are a lot of people who like Buicks that go fast. Of all ages. And we thought this would be a good place to introduce the BCA to some of those people. And these are <indistinguishable>. And Roberta came. Gave up her time. Along with Mike and Nancy, Bonnie and Bob Starzyk and <indistinguishable> people. There was a big crowd of BCA folk there. See all those white things on the table, those are Bugles, those are membership applications. All gone! We signed up some new members on the spot and we're going to go back again next year folks. (cross talk). So we're gonna go back there this year. Some of our members from this chapter, this group of the BCA, were there and had some awesome cars there. <indistinguishable> So if you're in the area, Chicago Illinois area in November, it's an awesome show.

**Roberta:** Check the weather too!

**Alan O:** Yeah <indistinguishable> <laughter>

**Alan O:** The Buick Performance Division has took, also, their first efforts last month. 1<sup>st</sup> ever Performance Division motor sports event at Lebanon Valley Dragway. John DeFiore staffed a tent there. And we've got a couple of pictures of that. And Pete Phillips was in attendance and got some great pictures of the action for an upcoming article in, August?

**Pete Phillips:** Yes!

**Alan O:** Okay, so we've got a couple of pictures. So there you go, so we had a nice tent and there were lots of cool Buicks. And we've got the second part is in the end of September. Everyone's welcomed. <indistinguishable> in September as well. So it's a Buick car show, Buick go fast event. You can go and spectate, participate, any way you want to go. <indistinguishable>

**Roberta:** September 14<sup>th</sup>, September 14<sup>th</sup> and 15<sup>th</sup>, Cecil County Dragway, Cecil County Maryland<indistinguishable>. It's below sea level so the cars run faster than normal and <indistinguishable> it's pretty awesome to see. Saturday it's an all day car show <indistinguishable> there's also a <indistinguishable>. It's quite the event. If you're anywhere in the area think about going. <indistinguishable> .  
<cross talk>

**Alan O:** Let's talk a little bit about financials; I know that will be a topic of discussion tonight. So with Bill's help; Bill, I'll call you up here.  
<cross talk>

**Bill S:** Okay, Our reserves are made up of \$502,000 in Morgan Stanley. Some of that is in CD's. We have a 3 year CD ladder, some of that is just in a money market fund. We have \$90,000 in EE Bonds that we bought in the 19; or in the 20; 2022. I'm sorry, 2002, 2003, 2004 years, that are due to start maturing approximately 2024 or so. For a total of \$592,727 in our reserves. We have deferred revenue of \$114,903 that is to pay 2 and 3 year members along with life members, and chapter directors and other people who get the Bugle all the time, for a total of \$477,824 in reserves. Next slide please

We have approximately \$84,000 in our checking account right at the moment. That equals 2-3 months worth of bills. We have \$78,000 as of two weeks ago in our BCA national meet checking account. That

has gone down since this meet has started. Probably have half of it at the moment now and we still have bills to pay. Just one comment, our budget for the most part, what we spend <indistinguishable> is somewhere between \$350,000-\$360,000.

Okay. So our Reserves, where were we? In 2009 we lost \$18,000 that year. We over spent our <indistinguishable> we had to do some things. At that point in time our reserves were about six month's worth of expenses, or about \$186,000. Our budget at that time was pretty close to what it is now at \$370,000. At that point in time the Board decided to raise dues by \$10.00 and instituted the Bugle Patron Program. Next slide please.

What did we do to help ourselves at that time? We began to cut expenses. So we cut the pages in the Bugle from 32 to 16, we cut the centerfold. We cut the outer wrapper from 6 pages to 4. We didn't print a roster that year. , Can you go back one please? And the BCA office took a pay cut.  
<cross talk>

**Alan O:** So did Pete, right? It wasn't possible to confirm that earlier so, there was some pain experienced by the Club and that extended to some of our partners at that time.

**Bill S:** And that's why we decided at that point in time; there were discussions made on should we raise the dues \$5.00 or \$10.00? And the decision was made at that time for \$10.00 not only to keep from having to raise the dues again in another 2-3 years but also to help build the reserves.

**Brian Clark:** Also members back in that time told us..

**Bill S:** Yes, Members told us; don't touch the Bugle. Don't touch the Bugle. So consequently with the \$10. increase in dues we were able to add money to our reserves over the years. In 2011 we added \$100,000. 2012 we added \$75,000, 2013 we added another \$75,000, 2014 we added \$25,000, and 2016 we added \$25,000. For a total of \$300,000 over the years. That's enough to last us <indistinguishable>. Today our reserves; go backward one slide please Roberta: like I said, today our reserves total \$477,000 and our annual budget is \$250, I mean \$353,000.

We also added a patron program. The patron program is what pays for some of the upgrades to the Bugle. It makes the Bugle what it is. Its money that you all contributed to the Bugle specifically for the Bugle. One anonymous donor donates the money that provides the cover, that provides the plastic wrap around your Bugle. That comes from one donor. The rest of the money pays for the cover Bugle and other things in the Bugle.

This is our income stream. <indistinguishable> This is as of April. This is the last months number I had come out to do this. We received \$231,000 in renewals, \$21,000 in advertising. New members is \$20,000, Patron Donations is \$15,000, that the \$10,000 one time donation and \$5,000 in much smaller donations from a lot of you-all. We have other income of \$5,700 which comes from stock room sales and T shirts and things of that nature. Our interest income from this year is \$3,300 and we have other stock room sales of stickers and things of that nature for \$458.

Our expenses: Our main expense is the Bugle. It's almost \$200,000. Our office takes \$45,000 to run. Corporate, meaning our taxes, insurance things of that nature, accounting services \$27,000. Board of Directors, which consists of travel to the meets and also programs that they used to do, was \$12,000. Chapters/Regions, that's the \$50.00 you get for your meet along with some of the activities that Alan

showed you, was \$1, 862. Stockroom costs for trophies and things was \$1,000. And then you have sales tax, of course, can't get away from that.

**Unidentified woman:** How long are these expenses?

**Bill S:** These are ten months.

**Unidentified Woman:** Okay, thank you.

**Bill S:** Membership costs based on 6800 members, which is what we had when I figured this out, is \$50.88 per year. Okay, you can see the cost. Most of it is for the Bugle at \$35.00, the office is \$8.00, corporate is \$4.00, and/ or \$5.00. Board of Directors is \$2.16, chapter/ regions, stockroom and sales tax all under a dollar per person. So that's where we spend our money.

**Alan O:** Are there any questions:

**Unidentified woman 2:** Yeah, Bill: <indistinguishable>

**Bill S:** No.

**Unidentified woman 2:** <indistinguishable>  
<cross talk>

**Alan O:** Okay, so that concludes our presentation. We already had some Q & A here <indistinguishable>. Terry do you want the floor to explain your letter? You mentioned you had sent me an e mail that you had wanted to say something.

**Terry Weigand:** I wasn't listening and I wasn't paying any attention. I'm honest you know. I just:

**Alan O:** You sent me an e mail that you had some things you wanted to share; I'm just asking if you want to do that now or later.

**Terry W:** I'd like to do it later.

**Alan O:** Sure, Okay. Well the next session would be open mike, if you please. And just a couple of; basically we're going to try and keep this quick paced and give people who want to talk their wish. We would ask that you are recognized by the Chair before speaking. Come up to the microphone here, that will allow Tim to capture the conversation for posterity one person at a time. Stay focused, Speak loudly and clearly. And <indistinguishable>. Jerry Courson asked if he could speak today, and someone has to go first and Jerry, since you stepped out , that microphone should work.  
<cross talk>

**Alan O:** Okay, the floor is yours Jerry

**Jerry Courson:** Thank you Alan I appreciate being first up. I appreciate being first I guess. It is good to be here and I wasn't going to come to this table but some of the activities of the last month have made me <indistinguishable> here. Things being equal and hashed over war stories I did hear some lies, but I didn't tell any lies today, good. <indistinguishable>.

About a month ago I got Terry's email about the disastrous financial position of the Buick Club of America, <indistinguishable> and I did some research. And I talked to Bill Stoneberg and I got copies of all the financials, and everything's readily available. I got copies of the BCA financials, I got copies of the national meet financials, I got copies of our investment reports, so I could review, and I'm an accountant by trade, so I like to crush numbers <indistinguishable> and see what I can find.

**Bill S:** By the way, that's available for anyone in this room who wants it.

**Jerry Courson:** Yeah, any member.

**Bill S:** Yeah, any member can request that.

**Jerry Courson:** And you don't have to be online either, you can get it by mail, you can get it by email, anyway you want to get it. Bill has a lot of financial information and I sifted through a lot of my stuff. I think Bill has expressed what the financial are. First of all, I didn't audit the books but I did review it and compared numbers from prior years and it's my belief that the records are basically accurate. I can't state anymore than that without auditing them, but the record keeping seems to be proper by my CPA professional view. My CPA<indistinguishable>. So I think we're working with accurate financial statements, with a few corrections that could be made. What caught my eyes during this research period was the \$100,000 give back, is that what it's called?

**Alan O:** I, I don't, No, that's not what we're talking about here. The \$100,000 has been identified as more reserve than the board felt we needed to have at this time. So that is probably something we will spend in the future.

**Jerry Courson:** Oh, that's a little different than what I figured.

**Alan O:** That's fair.

**Jerry Courson:** Well that makes it a little different but from my research and reading the forum it was a giveback. Nothing wrong with it. Get back our share of a \$100,000. Or we will spend \$100,000.

**Alan O:** I think it's fair to say the Board has not decided. The decision was made about the \$100,000 is: this is more reserves than we needed...

**Rick Shick:** As to the giveback, I am also an accountant, I am also, was director of <indistinguishable> fortune 500 companies. We cannot give back money other than in the situation where the Club would be liquidated. So we cannot give money back to the members as a 501c7 org.

**Jerry Courson:** Yes, I understand you cannot give back to. What my understanding is; the money would be spent somehow.

**Brian C:** It was merely declared excess at the time.

**Jerry Courson:** Okay

**Alan O:** What will happen afterwards is the Board will provide some mechanisms to decide what we do...



**Roberta:** What we could do is marketing the club to other people <indistinguishable> so we need to work on a plan how to do it.

**Alan O:** It could be, in the course of study of what our options are, that we range from we do nothing, to we take the whole \$100,000 and over a period of time use it for membership development, for development of youth. I mean, the options have not been studied. That's the next step.

**Jerry Courson:** So, we gave <indistinguishable>

**Alan O:** That right <indistinguishable>  
<cross talk>

**Rick S:** For the benefit of membership in some way, shape, or form. Either to increase membership, reduce expenses of the members, the members in general will benefit from whatever action is taken by the board.

**Jerry Courson:** Okay, You know I'm not trying. <cross talk> You know leave the money where it is, or we can spend it on <indistinguishable> I guess my disappointment in this is I didn't think the board had done enough research into defining " what is excess". How did we determine what; how did you determine what number is excess? And how did you come up with \$100,000? This may or may not be excess. In my research I went back to the <indistinguishable> nationals, a lady named Helen Hutchings, anybody remember her?  
<cross talk>

**Jerry Courson:** She had a formula for computing what is cash reserve. And when we get these two terms, when we talk about cash reserve we're not talking about retained earnings. Any give back is viewed as cash reserve, not retained earnings. I tried to calculate some formulas on what is enough reserve after you apply <indistinguishable> and frankly I got lost. I had it all spread out in the airplane coming over here and I still got backed up <indistinguishable> and I could not come up with a formula to describe what excess cash reserves would be for the Buick Club. So we need to put our heads together and come up with a way to identify if \$100,000 is an accurate number.

**Rick S:** I will take this. One of the general feeling of the Board when we discussed this  
<cross talk>

**Rick S:** One of the things we looked at out of our collective business experience, how we came up with \$100,000, Bill already explained, annual expenses are running about 350- \$360,000. General feeling of the board based on our experience was we wanted at least 12 months of expenses in reserve plus whatever commitments we made to future national meets. I think the number we saw up there was about \$85,000 so that gets you to about what we thought would be a comfortable amount, and based on what we had at that time we thought we had about \$100,000 in excess equals one year's expenses plus future national meet expenses.

**Jerry Courson:** Did you do any research on how much you'd really need?  
<cross talk>

**Rick S:** I'll speak for myself. Based on companies I've been associated with, 12 months of expenses plus any new commitments has been a benchmark I know is common in industry. I won't speak for the other members on the Board, but I think that was our hearts general feeling.

**Jerry Courson:** bless your heart.

**Brian C:** Jerry, there were varying opinions on the Board. Some of us felt it was one year's plus, others felt it was two years, some of us felt two to three years. Annual operating expenses was the accurate number. What we decided on was a compromise. And a way that the board could come together and decide, together, that there could be some give back or at least no longer continue to fill reserves but that we could stop building reserves or we start to, we also felt that there were some worthwhile projects that could benefit membership. So it was a compromise that resulted in the \$100,000 figure.

**Jerry Courson:** And I bet all the active resident members, on these younger people joining the Buick club, you got to realize if we're going to spend this money or any part of it is we're gonna have to get through the of the year to spend it. So that would mean we would operate the Club at a loss. More than likely in any year, a material loss. If you did it all in one year you could have a \$100,000 loss. And the way Bill presents his financials tonight it looks like we are charging members \$50.00 in dues and we're spending over \$50.00 now on each member. So we're treading water and so, Bill's reaching for the microphone.

**Bill S:** At this time board members and other members paid more than \$50.00 a month. Or \$50.00 a year, okay? This is over all our members, some who are paid life members, this is over all of them.

**Jerry Courson:** Okay, So it's an accurate statement, that we're at a vicious part and a way part. So if we expand our budget there's gonna be an operating loss, or we step back and lose reserves. So this is a consequence of these actions.

**Unidentified person:** Are you doing this?

**Jerry Courson:** I'm sorry?

**Unidentified person:** Are you doing this?

**Jerry Courson:** Yeah. A year or so with an operating loss, 0 operating loss, now that's rough. You're going to see our relations to our members and our creditors, and anyone else who reads our financial statements. And I don't think our financial statements are widely read

**Rick S:** Jerry, if it will put your mind at ease. I don't think the board contemplated spending \$100,000 in one year. I mean you see people with these reserves, basically the grandstanders' period to period. So if we ran \$5,000 a year losses to fund some of the things we have been discussing, really discussing, then I don't think that would be anything that sets off alarms or concerns of the membership.

**Jerry Courson:** Okay. Another thing, list of donations received, for the Bugle and that's an awful thing to do. We give the appearance that we're funding unnecessary things. that's another consideration. This is just what we leave behind to gather facts and I came up with recommendations, Some of them may be applicable, some of them might not be. But from the time

when I was on the Board our biggest problem was declining membership. We fought it in every way, and you're still fighting it. <indistinguishable>  
<cross talk>

**Jerry Courson:** I think one way of surviving the BCA since I was on the board, I mean maybe this \$100,000 excess cash reserve <indistinguishable> is a significant item. We need to have a plan where we build these things together and address them over time. And I would really like to see the board have a five year plan. You can't project these things worth a darn for five years, but what you can do now is you can put your ideas against the financial statement and show the impact you will have on the club's financial statement by evidence of these things, and you can project those things forward 4 or 5 years. I really like to see some sort of planning process if not five years, let's plan beyond the next election or the next whatever, the next board meeting. Let's try to stretch out things. <indistinguishable>

**Roberta:** You know, that's what we have. Okay <indistinguishable> there's something I think we needed for, uhm, 4 years? <indistinguishable> I think that's a very good point. When I was involved at work we had a strategic plan. It's important to try to manage your forward motion and I think that's a very good point.. Something I don't think <indistinguishable>. And there's a lot of good ideas here in this room as well as outside this room. And throw a questionnaire together, cause strategic planning, throw ideas out, put them together, let's work on them, cause, I think that's a stickler, that's the hardest one.

**Jerry Courson:** All right, <cross talk> <indistinguishable> In my response to Terry's e mail I agreed with some areas, disagreed with others, and I put down, actually I asked of Terry, why don't you make a motion about some of this stuff? And tried to put the ball back in his court. And I was certain that somebody got to make the motion <indistinguishable> to develop a five year plan, <indistinguishable> or some type of strategic planning.

**Roberta:** That takes a lot of work and a lot of <indistinguishable> I guess.

**Jerry Courson:** Roberta, you're right, it takes a lot of work. A lot of you all <indistinguishable> And I, a lot of <indistinguishable> I would be willing to step up and be on a committee to work out some planning processes if the Board asked me. My thoughts is you got good ideas from the board members, good ideas from the membership to see what impact they would have and what the impact is.

**Bill S:** We'd like to work with you Jerry.

**Jerry Courson:** Good, I volunteered so <indistinguishable>. Also I want to ask you to delay the implementation of the \$100,000 agenda till you consider all the impacts <cross talk> that's in process.

**Roberta:** That's part of strategic planning Jerry

**Jerry Courson:** I'd like to ask <indistinguishable> See I thought, in doing this research when you get back around the year 2000, <indistinguishable> \$6.00 dues and produce a bugle this size. So times they are a changing but <indistinguishable> I think there was a record passed around <indistinguishable> if I could verify this some way.

**Roberta:** Alan, I'll take the lead on that. I found that in my real, in my sport life, no one wanted to know what you did before. They <indistinguishable>. History repeats itself, we've proved that here in what,

1966 to 2018, in the Buick Club of America history has repeated itself. Talking about it? Go for it. Cause <indistinguishable> and I think <indistinguishable> this thing about history repeating itself. It's so mellow in this world. You don't realize that, and sometimes we don't take it <indistinguishable> and I think it is important that we realize, we made mistakes and we should <indistinguishable> them.

**Alan O:** Jerry, I don't want to press you but we have other people who want to speak so..  
<indistinguishable>

**Jerry Courson:** I was hoping I'd have the short version <cross talk> <indistinguishable>. I wanted to ask Bill for a financial statement for the total club where-as now there's a separate statement for the national meet and a separate statement for the BCA. They initially are melded but I don't see a consolidated financial statement. I think we need to put one together with one set of books. <cross talk> <applause> <cross talk> <indistinguishable>

**Jerry Courson:** And finally, with all the e mails going back and forth I submit that the board consider starting a process of CPA audit of the club. It might not be an annual thing but <indistinguishable> audit of bank statements. It's for the protection of the board, Bill Stoneberg, and everybody else. <indistinguishable> maybe we need this done every two to three years. And that can benefit <indistinguishable>. So with that, Mr. Chairman, I thank you. <applause>

**Alan O:** Jerry, Thank you for some very thoughtful comments there. Willie Pittman also asked to speak. Willie are you here sir? It's 9:00, it's been a long day. We're going to make sure we have as much opportunity as possible so, keep it moving <indistinguishable> want to make sure we don't leave anyone hanging, so Willie, the floor is yours.

**Willie Pittman:** Okay <indistinguishable> there's a few things I wanted to talk about. The last board minutes that showed up posted on the Forum I saw a lot of badgering comments among the board members directed at each other and I don't think these comments would have been said if you'all had been meeting in person. I feel if you have the money you ought to go back to having in person board meetings rather than attacking each other through your little electronic devices, whether it be cell phone, your computer, or whatever. It all represented a little teeny flame wars where everybody's attacking each other and there's no consequences.

And the second thing I wanted to talk about is something, a term I use, is the term trailer queens. Trailer queen people with big bucks. There are some misguided people in the club that use those terms, we can ignore them. But there is one on the Board right now that uses that term freely and he is the only one on the board who uses that term, trailer queens and people with big bucks, freely. And I want you guys to watch that. If you look at the last board minutes you'll see in some of the discussion, you'll see that Terry Weigand uses that term over and over again, despises people that have means and spend money on their cars, and new board member Larry Schramm uses that term in the Bugle, and he uses that in his biography to get elected to the board. Lets watch these guys and try and prevent them from playing class warfare. That's all I'll say right now. Let's let some others have the floor  
<applause>

**Alan O:** Okay, And Jack are you ..

**Jack Gerstkemper:** Yes, My name is Jack Gerstkemper, I'm the original director of the Pacific Northwest Region. ( Cross talk)

**Jack Gerstkemper:** I'm gonna read this because I want to make sure I say what I want to say. And that is; I've been the Pacific Northwest Regional Director for several years. I was Chapter Director of the Portland Oregon Chapter more times than I remember. When I was sixteen years old, my father signed the incorporation papers for the Buick Club of America in southern California. As I said, when I was sixteen years old. He was on the board of directors for 17 years. When he wasn't on the board of directors my mother was on the board of directors for another 7 years. So the conversation around the dinner table for 24 years was the Buick Club. When my mother was the office manager, the office, the Buick Club office was in my bedroom, so I slept with the Buick Club files. I was in this situation for 15 years and I've seen an awful lot of board members. I've seen some members who don't do anything but at this point, who cares? I've seen loose cannons that fire away at faults, and I've seen pumped up <indistinguishable> that use the Buick Club for their own benefit. But you, Terry Weigand, take the cake. I've never seen anybody stoop so low as to report us to the IRS.

What I want to tell you Terry is; to me this is family. That's cousin Roberta sitting over there. Uncle Bruce and Aunt Shar are working the hospitality room, My cousin Karl is sitting in the back of the room. It's family to me, and when you reported us to the IRS, you reported all of us to the IRS. So I responded to your mail and said, suggested that you resign. And your response to me was two sentences. You told me quote " I was trying to keep my ass out of jail". And the question I ask you; if that was your thought process, that you were trying to keep your ass out of jail, what did you think was gonna happen to these eight other board members? Were they going to Jail? Did you just throw them under the bus?

So I got up a petition here that I've sent around, and acquired a few signatures here to let you know I'm not the only one who feels this way. My petition says the same thing my e mail says. And that is, you should resign. Anyone who turns my family into the IRS, anyone who rats us out to the IRS, should just get out of the family. So I wanted to make sure that there were some people who agreed with me. And I circulated a petition for the last two days and I'm going to give you that petition. And I'm going to give it to some other Board members, I didn't make enough copies. And I'm only going to give you the first page. And I want you to notice that the signatures on this first page are your fellow board members. The people on this board, the people on the next board, gave their signature. And the people who have served on other boards. That and my signature are the only signatures on the first page of this petition. < Jack presents the petition to Terry Weigand and other members of the Board>< Petition attached as addendum 1>

**Jack Gerstkemper:** I want to tell you that the President signed this petition, the Vice President signed this petition, the Secretary signed this petition, the CFO has signed this petition. It's unanimous, they all want you off the Board. The Chicago Chapter voted unanimously that you should resign. You've lost the trust of everybody in this organization. Nobody can trust someone who might turn them in to the IRS. I mean, what are you going to do next? You're a loose cannon Terry. No one knows what you're gonna do next.

If this week it's altogether parking, BOOM! You blow that up at em. Next week it's the dues, BOOM! We blow that one up. What's next Terry?

So I'm going to continue circulating this petition for the rest of this session, and I'm going to go after the Chapter Directors next. And that will pretty well be everybody you sent your e mail to, alright? But

before I go, what I want to do is ask this group, how many people here think Terry Weigand did a good thing reporting us to the IRS? Anybody? Not even your buddy Shaw ! Right! It's zero!  
Now how many people here think Terry should get off the board directly?  
( Multiple hands raise) <applause>

**Jack Gerstkemper:** Terry. You've just been voted off the Island. <indistinguishable> . Thank you.  
<applause> < Standing ovation>

**Alan O:** Do we have any folks who'd like to take the microphone? Bruce and then Pete.

**Bruce Kile:** Who thought Jack Gerstkemper would be; wow, Jack, tremendous! For those who don't know me, and I don't know how you could, I'm Shar Kile's husband. < laughter> BCA # 3013 and I'm proud to say I've made every Buick Club National since 1973. <applause> I want to let you know I'm pretty proud of that as I am fond of <indistinguishable> And if you don't know who my wife Shar Kile is, she's the big tall lady who runs the hospitality suite <laughter> . And beyond that I just want to say: having said I'm a member since 1973 and made every Buick National, I am proud of the Buick Club. I'm proud of the officers, I'm proud of the directors and yes we've had some low times, but we always bounce back. I have trust in the board.

And there are people on the board right now that I never voted for and I think that it is fortunate that you have been elected. And I thank you for volunteering. Volunteering! Let's not forget that word. These are all volunteers who work hard. They do the best that they can. And I'm not going to call out names because we've discussed all of that.

But all I want to say is; there have been folks, lately I've read it's been said that this is an unfriendly organization. And I present to you that, for those who feel this is not a friendly organization, try being friendly yourself! You're going to get from any organization what you put into it. <applause>.

Instead of being disruptive, or instead of making plans for all this other, I know <indistinguishable> and get involved. And I can tell you , we have friends all over the world because of the BCA. And good times <indistinguishable> don't lie<indistinguishable> < laughter>.

I will continue to be a member, and be involved and hope that you'll continue to be part of the BCA . <indistinguishable> I've been a BCA meet chairman twice, and I've been on various tours and things, and I've judged at all meets. I don't trailer a car but I don't object to those who do. I don't have the kind of money that some people do. I'm very proud of the fact that I have not been able to maybe participate at a higher element, but I don't feel slighted because I enjoy the people, and that's what this organization is about. And let's not ever forget that. Life, and we have classes and we have people every day of our lives, who, we meet people who make more money and have more things than we do. And that's always gonna happen. Let's not object to those things. If you see my car out there it's probably cause it's broken. < laughter> . Over time we've had two senior cars, we've driven them both , and I still say we are a friendly organization.

So, so let's not let this thing get away and continue not to be. So before you start to say we need more friendly, or need more camaraderie, we need more of this: start with your own self! Look at how <indistinguishable> you can be. Resolve those. That's it, that's all I wanted to say, Thank you.  
<applause>

<Pete Phillips approaches the microphone.>

**Roberta:** We don't have to introduce you, everyone already knows who this is.

**Pete Phillips:** Pete Phillips, I've been in this club for 41 years. In the <indistinguishable> for 12 years and <indistinguishable> . I want to give the board <indistinguishable> my membership too. <indistinguishable> I get emails and calls every day. And I think this board has a serious, serious, public relations problem with the membership.

And the reason is; there has not been a financial report published in the Bugle for over three years. And the By-Laws say it is to be published annually. And member have called my office to say; what are they hiding? And Board members, you have a serious credibility issue. You need to come out in the open with a legitimate financial report in the Bugle, and thats all I'm gonna say. Thank you. <applause>

**Jerry Courson:** Pete, let me give you a <indistinguishable>. I looked online at some of the financials in the Bugle and I found some in my research. And actually to tell you, the financials do make sense. And hopefully; oh, I'm Sorry

**Alan O:** Go ahead Chuck

**Chuck Nixon:** I'm Chuck Nixon of the North Texas Chapter , currently the Assistant Director. And real quick <indistinguishable> <laughter> < applause>. But let me ask you, I'm a part of three 501c3 organizations, secretary of one. In our by-laws we have provisions that a member of the Board of Directors can be removed by due process. And I don't know, and I haven't researched it, and I don't know if you know, but do our By-Laws address that situation?

**Alan O:** They do.

**Chuck Nixon:** They do?

**Alan O:** They do.

**Chuck Nixon:** Can you explain that situation to us?

**John De Fiore:** Is the question: is there a process to expel a board member? Or , a process to expel a member? There is a process to expel I a member, but no process to expel a board member.

**Chuck Nixon:** Ok, that was really my question. <indistinguishable>

**John D:** If you expel a member, they are no longer a member of the club, and can no longer serve in any capacity in the Club. So you can expel I a member if you want to, but just to get somebody off the board, it's not possible.

**Chuck Nixon:** Well I just don't have any more comments to make, I just wanted to put it in the context of what our By-Laws said and what we'll do as an organization, that's why I requested that. Thank you.

**Alan O:** Are there any.. Sir?

**Dean Stewart:** <unintelligible> also from the North Texas Chapter. "You guys are very friendly." Very full of heart. <unintelligible> I'm not <unintelligible> about you guys <unintelligible> address our needs . Out of the goodness of your heart like <unintelligible> once in a while. Don't be afraid to say hello, don't be afraid to introduce yourself. Don't look at us as people who are trying to take over your position. We're trying to learn <unintelligible> pass on to our kids, to pass on to their kids, so that way this thing lasts longer than the next 10 years on our fiscal budget, which I hope it does. <Applause>

<unintelligible> We're here to learn from you guys, you know, across the whole spectrum from the beginning of Buick until Reatta owners <unintelligible> <cross talk> <laughter> I'm thankful we had a chance to meet, so thank you very much.

**Alan O:** Thank You. Do we have any other people who would like to come up? I appreciate everybody's time. I appreciate you being here. Taking your time to be an active participant

**Roberta:** Everybody's invited to the board of directors meeting here in this room. Bring coffee, bring beverages, bring snacks for the board. <laughter>

**Alan O:** <unintelligible> excuse me?

**Unidentified man:** <unintelligible>

**Alan O:** Yes, absolutely. I believe we should ask Terry if he wants to make his presentation?

**Terry W:** I have no comments at this time.

**Alan O:** Okay.

**Unidentified man:** <unintelligible>

**Alan:** Sorry, Terry said he had no comments now. Any other questions, comments? <none recorded> Then I call the meeting adjourned.

**Roberta:** Everybody have a good time.

**Alan O:** Have a great show  
<applause>



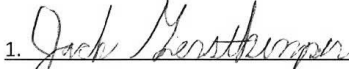

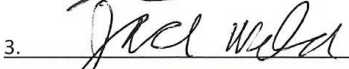
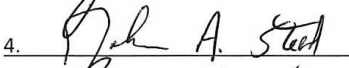



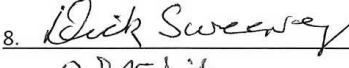
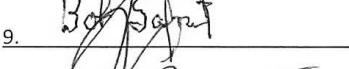

Addendum 1: Petition

**Petition to Remove Terry Wiegand from the BCA Board of Directors**

We, the undersigned, call for Terry Wiegand's immediate resignation from the BCA Board of Directors (BOD). If Mr. Wiegand refuses to resign immediately, then the only other alternative for his removal from the BOD is expulsion from the BCA. If Mr. Wiegand refuses to resign from the BOD, then we ask the Board to expel him from the BCA. Article II, Section 4 states that any BCA member may be expelled for "conduct which the Board of Directors shall determine to have disturbed the order, dignity, business or harmony of the BCA, or to have impaired its good name, good will or prosperity." We believe that Terry's conduct warrants expulsion on most, if not all of these points.

Mr. Wiegand's two years on the BOD have been characterized by unprofessional conflict with his fellow BOD members. He resorts to name calling. He refuses to even discuss items on the table for discussion. He accuses his fellow board members of corruption, fraud, and deceit. Terry Wiegand's vitriol is unrestrained by commonly accepted standards of restraint and decorum. He has repeatedly harassed in vile and unprofessional language, the BCA President, Secretary, Chief Financial Officer, National Chief Judge, and other BOD members who do not share Terry Wiegand's views. He has been repeatedly asked to change his behavior, promises to change, but soon resorts to the same abusive, unprofessional behavior.

Terry Wiegand's most recent action is intolerable. Instead of working with the BCA President, BCA Accountant, and BCA Chief Financial Officer to investigate and resolve his concerns regarding BCA finances, Mr. Wiegand went to an IRS office, showed the IRS our corporate information, and requested a complete "top-to-bottom" IRS audit of the BCA. After "sicking" the IRS on the BCA, Terry Wiegand then sent a mass e-mailing to every BCA Chapter Director, and to every BCA Regional Director asking them to forward his unproven accusations to all BCA chapter members. This has destroyed the last shred of trust between Terry Wiegand and his fellow Board members. Terry Wiegand must be removed from the BOD to allow the BCA to conduct normal business in a professional manner.

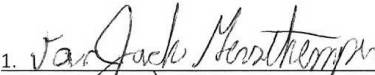
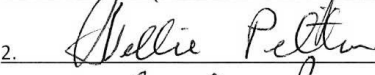




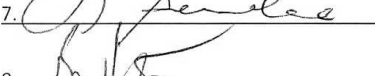
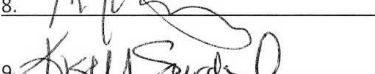
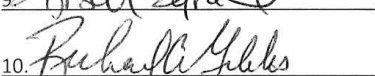

	<u>Signature</u>	<u>Printed Name</u>	<u>BCA #</u>	<u>State</u>
1.		JACK GERSYKEMPER	#12331	WA 1
		BRIAN CLARK	#41596	OH 2
3.		JACK WELCH	5387	MA 3
4.		John A. Steed	8071	IN 4
5.		Bill Stoneberg	3571	TX 5
6.		John C. DeFiore	3757	NY 6
7.		Rick Schick	11187	IL 7
8.		Dick Sweeney	15836	CA 8
9.		Bob SAFRIN	4388	NC 9
10.		JERRY COURSON		Tx 10

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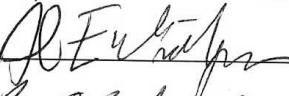
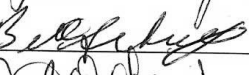



	<u>Signature</u>	<u>Printed Name</u>	<u>BCA #</u>	<u>State</u>	
1.		JACK GERSTKEMPER	12331	WA	1
2.		Willie Pittman	5974	TX	2
3.		MIKE BOOK	9002	OH	3
4.		MELANIE MAUSER	8185	IL	4
5.		W.D. Charpentier		WA	5
6.		SID MUNGER	2257	CA	6
7.		Laurence Gluckie	44046	ALBERTA	
8.		Keesia Kincaid	20339	MN	8
9.		KRIS SYRDAL For <sup>new</sup> BOD	24678	MN	9
10.		RICH GIBBS	<del>13350</del> 13350	KS	10

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	<u>Signature</u>	<u>Printed Name</u>	<u>BCA #</u>	<u>State</u>	
1.		G. W. LEWIS	5071	WA	1
2.		AL EIDELBERGER	9160	AZ	2
3.		BILL SCHENKING		AZ	3
4.		Alan Odfield	15140	IA	4
5.		NANCY BOOK	9202	OH	5
6.		Bruce Kile	3013	GA.	6
7.					7
8.					8
9.					9
10.					10