

BUICK CLUB OF AMERICA

Moderator: Mark Wheeler
April 15, 2019
5:55 pm CT

Man: This is a recording for Alan Oldfield with The Buick Club of America. The conference ID PAO9622.

Operator: This conference is being recorded.

All are present except Ed

Alan Oldfield: introduces Mark Wheeler from Cornerstone and Peter Gariepy, both of whom are on the teleconference.

Alan mentions that we have a busy agenda for the call

Mark Wheeler: What I've sent out here is a proposal that, Cornerstone offers a membership area for our client clubs. And what this membership area does is, it allows members to log in. For the BCA they would log in using their membership number and their last name.

And the membership area allows the member to view their membership, view their record rather, so they can see their current address, phone, email address

that they have on file with us, as well as, their member inception date and their membership expiration date.

They can also view the vehicles that they have on record with us. And edit those vehicles, you know, make changes to them, add, delete, whatever. And I'm going to be going through these screens here, so I'm just giving you a quick overview.

But in addition to that they can also renew their membership on line. And the great benefit here is that, when a member renews, they only see the options that are available to them.

In other words, if I'm a member here in the United States, when I go to renew, I'm only going to see the membership options for members in the United States. I'm not going to see foreign pricing, Canadian pricing, all that stuff. I'll just see the USA items, as well as, the eBugle.

And they can add, you know, whichever item - whichever renewal they want, into their shopping cart. They can also make donations on line, you know, to the BCA or the BHA and then, check out.

The checkout process would accept a credit card. And that credit card would go - would be processed through the BCA's existing Authorized.net account. So you would see the money, you know, within two days. It's not coming through Cornerstone's account or anything like that. It's going to the BCA account.

The big benefit is, as soon as that credit card is processed and accepted, their membership record in our system, is updated immediately. So, as soon as, you know, they've hit submit, our system records that. If they go back and

look at their membership record, they can see they've been, you know, renewed. They can see their expiration date advanced.

And our back end system of course, takes it from there, you know, to print out - I'm trying to remember if we print out membership cards - renewals. I think maybe it's just new memberships - new membership cards. But it's processed immediately. Whereas the system in place now, they can do that all on line. But we're not - here at Cornerstone, we're not aware that they have done that until every Monday when Peter Gariepy sends us a file of, here's all the memberships that you know, were renewed last week. Or new members that joined.

So there's - the big benefit of this system is, it's processed immediately. Their credit card is processed immediately. Their membership record is immediate. And the member has the benefit of viewing the record and updating their own record on line, live in our database.

The last part of our system -- again, we'll go through the screens here in a minute -- the last part of our system is an online roster. Members can go in, and as long as they're a member in good standing, which our system does check, as soon as they log in, as long as they're a member in good standing, they can query our live database for members you know, by last name or members in a certain state, things like that.

And as they're presented the results of that search they can drill down and see information about that member.

Footnote here is that we keep track of privacy settings for each member. So if Alan Oldfield didn't want his information presented, the system would just

acknowledge yes, there's an Alan Oldfield. That's it. They wouldn't be able to drill down and see any detail.

So, if I've drilled down and you know, found the member I'm looking for, I can actually then drill down further and see what vehicles that member owns.

Alternatively, I can also search for - rather than searching for members in a geographical area, I can search for vehicles by a data range or even a model number. And the system would query our live database and present, here are the members that have that model that you're seeking. And again, then I can drill down to each of those.

So in a nutshell, that's our membership system. Any quick questions or overall questions before I drill into each of these slides that I've sent out?

Jack Welch:

I have a couple of questions

So, right now we have a certain percentage of members that probably are used to renewing, using our Web site and doing it electronically.

So would we then delete that Web site and have a link instead, to go directly to this database? Is that how we would accomplish it? That would be the easiest way you think.

Mark Wheeler:

Yes, correct. So, your main Web site stays the same. But you know, on the join or, I think your link says, join or renew, something like that. When you click on that, it would send the people over to our server.

And I've tried to duplicate, you know, the look and feel of the BCA Web site, so it doesn't look, you know, completely different. And people wouldn't think, oh my, gosh, this is a phishing attempt or something like that.

So yes, it's a simple link. It comes over to our server and our Web site.

Jack Welch: So, this would really or could really, take the place of our paper roster for anybody who's computer savvy.

Mark Wheeler: That is correct, yes. And some of our clients have done that. They've looked at the costs of printing a roster, you know, every two years. And decided it's getting too costly. So this system has replaced that, (unintelligible) go on line.

And the benefit of that is, as soon as you print the roster, it's out of date, as soon as it - you know, as soon as it's mailed out. Where this online roster, it's producing results from a live database. So it's updated, you know, in an instant.

Larry DiBarry: Terry and I discussed this today and, I think it's just absolutely fabulous. Because we have had some issues with our roster. I remember doing it in 2017. As you pointed out, it was obsolete as soon as it was printed.

And do I like the ability for it to be updated as rapidly as it can. So, I'm loving it.

Mark Wheeler: Oh good,. The other point I should make too is that, if one of our operators takes a phone call or even, you know, we're doing data entry from the mail in renewals and applications, as soon as they finish on a record, again it's immediately available on the Web site.

Larry Schramm. As near as I can appear, I think, it looks like we could have as many as two or three different rosters running around.

Would Cornerstone then be the definitive, all-in roster of every single thing we have? Is that - is that what the plan is? Because if it is, I would agree to do this.

And then the next question is, you know, you can forward an email if you want, to the Board. You know, what costs are we looking at to be able to do this? Or, is this part included in the contract, to make it simpler for all of us?

Jack Welch: Could I interrupt for one sec. This is Jack. Larry, I think you're sort of intertwining roster and database. We really only have one roster.

Larry Schramm: Well, the database and the roster should be one in the same.

Bill Stoneberg: Yes, and I think with Cornerstone, it is. I think they took (Mike)'s database and put it in their own environment. And that's the one we should be going by.

Larry Schramm: I don't disagree with you that we should - you know, we should have one, you know, one master list of everything, all encompassing. Because I know some of the stuff that I have seen, you know, there are pieces that aren't there, you know, on different lists.

One of them didn't have cars. And another one didn't, you know, have something. And so it begs the question of, like when we send information to the publisher, you know, where are they getting the information for that month's publish - you know, mailing?

Or they're just using something that they get updated once a month; once every other month, once a quarter? You know where - what is the flow of the information for the appropriate need and people?

I just - I'm looking to get a single - single house for everything so you know, we can find out what we have. Because right now I'm not sure we have.

I think Mark, you said in February you had at least two or three people that were deleted from the list and they said they paid. And you had to go back and recheck them.

I looked at that list that you have and I know a couple of other of us have also looked at it, trying to understand what all was on the list. And we found some people, you know, were deceased, that were no longer there. And you know, there's a number of, you know, things trying to get it updated so we have a good, clean list. Both, you know, for our information on how we're doing for membership count. And also, to make sure we're only sending Bugle out to people that are entitled to get them. Because you know, that's a cost that, you know, we don't need to incur, if we have bad data.

Mark Wheeler: Yes. This is Mark again. The - there's a lot of questions in there. You know...

Larry Schramm: No question about it, there's a whole bunch of questions. Because every time I look at a list I got a bunch of questions.

Bill Stoneberg: Where do you get the list from Larry?

Larry Schramm: Well, one of the lists we got was from Cornerstone in February, for the February report. And that list didn't have any car information, at least not that I saw on it.

And I know you said Bill, you know, that you had a list that had car information on it. And I don't - you know, I don't know where or how all this stuff matches up.

And Peter I believe, has information where people renew. And is that list that Peter has, the same list as what Cornerstone got from (Mike) and (Nancy)? And also the same information that you have?

And then I go back to, what is the publisher using to take and mail out Bugle? Which list - are they using one of those three lists that has some hybrid or, what are they doing? I don't know. That's the question.

Mark Wheeler: Well, if I could answer that, you know, since we're maintaining the membership database, we've become sort of the de facto, central repository for all the member data.

So you know, any lists that are sent out, should really come from us. Because we've got the most up to date information.

The lists for The Bugle Magazine comes from us. You know, when the printer, you know, Modern Litho says yes, we're ready for the next list. Go ahead and send it. I generate that based on, you know, the current data that I've got.

The membership lists that I send out once a month, of the active members, that's, you know, as of the end of the month, that's who we have active. And I'm looking here, that list does not have vehicle information. It can. We can, you know, update that list to include, you know, what member vehicles we have recorded for each person. It makes the spreadsheet very large of course, you know, as it keeps adding columns to the right, for everybody's cars.

Larry Schramm: That's okay. And, that's what's driving my question. Because you don't see that. Plus, some of us, if we know like the cars we have or other people, you know, that are different groups, you know, may or may not have cars added or deleted, we can always check up with them.

Mark Wheeler: Correct.

Larry Schramm: That's why I was looking for a complete - you know, if you send out, here's the member list, the member list should include everything. All the information we have except credit card numbers and stuff like that. We don't need that.

Mark Wheeler: Oh, yes, yes. Yes, we don't send out - yes, payment information and that sort of thing.

You know it's - I can certainly add the vehicle information to that Active Members spreadsheet that I send out every month. Some clubs want us to do that. And I can certainly add that to your spreadsheet as well.

Larry Schramm: See, one of the questions is on my mind, like for car information, do you put - and this is a question -- when you do that, if a person has one car, naturally you're going to have his name and all his information, one car.

If a person has three or four or however many cars they have, do you put their name down for each car? So you know, John Smith who has four Buicks, say would go across to four different Buicks for four different model years, so you could actually sort by, you know, by vintage, you know, by year. You could sort it by model. You could sort it by you know, name, location.

I know we get questions all the time. I want to know all the people that are within zip codes and what cars they have. I mean, those are the type of questions I know I've been asked by different groups here in Michigan, about how can I find out who is currently good member in standing? And live in our zip code and, what cars they have, to see whether or not they might be interesting in joining this particular group.

Mark Wheeler: Yes, okay good question. That sort of information, even though it's available you know, in the spreadsheet - the Active Member spreadsheet, that spreadsheet is a horrible way to try to sort out that data that you're looking for.

If I'm looking for a certain model in Michigan, yes a spreadsheet is very - is not the right tool to do that. Whereas this online roster, again I can put in a zip code, like in my area put in 5-5-3, you know. And anybody in the 5-5-3, as a prefix, zip code, would come up.

I could also put in Michigan, see all the active Michigan members. I can go into the vehicle search area. And actually right now, it only asks for year and model. But we can actually add in, year, model, and if you want, geographical location.

I did that just recently for another client. Because they had the same desire. They wanted to find a certain year or cars owned by members in a certain state. So that can be easily added to the vehicle search area. And that obviously will then be display on the screen. And they can go in to see, you know, who that is. Drill down into specific people that they want to see.

Jack Welch: You're using - this is Jack again. You're using a relational database really, to do this, right?

Mark Wheeler: You are very correct. Yes, we do use that.

Mark Wheeler: Microsoft's People Server. So I list - Jack, you only have one record in the database. Related to that or underneath you, are all of your vehicles.

Larry DiBarry: I've seen them all. Larry DiBarry, here. Like I said, I love it. I thought that's what you were going to be doing with it, to make it all searchable. And I know trying to go through that spreadsheet was - it just took forever to check on some things.

So, and I understand, you know, putting that out to the Board of Directors monthly. But this searchable registration site for the roster I think, is just a fabulous, you know, plus for the Club.

So, if you have a specific need like that, you can certainly email me and say, Mark I need a list of members you know, in Michigan with this, you know, model year and, all that sort of thing.

Alan Oldfield: Mark, this is Alan. How much does this cost The Buick Club to have you do this for us each month?

Mark Wheeler: So, for the membership area, we charge \$50 a month. And that includes, you know, hosting and you know, the support. We do have members that, you know, they have a hard time logging in, you know, or that sort of thing. So they call us. Or you know, did you get my renewal; that sort of thing.

Oh, and by the way, I didn't mention that our system, as soon you, you know, join or renew, you're getting two email confirmations. One is Authorized.net

that your credit card was processed. Another one comes from our system saying, you know, thank you for your renewal, you know. And a listing of what the renewal cost was, you know, the charge to your credit card and that sort of thing. So, they're getting two email confirmations.

Peter Gariepy: Well, we wouldn't need to use Solution.com for the current processing. And Bill, I believe you know the exact number, but I believe it's 100 bucks a month.

Bill Stoneberg: Yes, exactly. And, we won't need to use that any more, will we?

Peter Gariepy: Right. So, we'll reduce our expense by \$100, and then add \$50 to do this. So, we'll actually net out \$50 a month, ahead.

Roberta Vasilow: I've got a question. This is Roberta. Mark, I'm a lifetime member. I go in and change my cars, which I need to do. I don't - I can't (unintelligible) because I'm a lifetime member. Is that going to screw up your process or, is there some way to make that work?

Mark Wheeler: Yes, not at all. In fact our system knows, when you log in Roberta, it will know that you're a lifetime member and, it won't let you renew.

Mark Wheeler: You'll see the option there. But if you click on it, it will pop up and say, you don't have to renew. You're a life member.

Roberta Vasilow: Well, I kind of figured that but, I just wanted to make sure.

Alan Oldfield: Are there any other questions for Mark?

John Steed: Alan, this is John. What are we asking? Are we asking to approve something tonight?

Alan Oldfield: No, I didn't plan on that because I didn't know what kind of reception there would be. But, you know what, we could. We could call an audible here and see if we wanted to...

Mark Wheeler: I just wanted to let you know that you know, we're having a great time servicing your members here. Things have gone - things have smoothed out wonderfully, so at least from our perspective. I don't know if there's any - any bumps that you have felt. But from our perspective it's going very well.

Larry Schramm: Have we got any idea - I had somebody ask me, how many lifetime members do we have right now? Do you know?

Mark Wheeler: You know, it will take me about two minutes to figure that out. Hang on.

Larry Schramm: That's - you can just leave a - you can leave a message if you want. Or email us all. You've got our numbers. I was just kind of curious about lifetime - two questions and that keep coming up is, how many lifetime members do we have? How many eBugle members only, do we have? So we kind of have an idea.

And then the third question that came up, in some of the information I know that you sent out is, I know we send out, it looks like, we send Bugle out to like Cars - Old Cars Weekly, or something, maybe.

Mark Wheeler: Yes.

Larry Schramm: You know, some of the different other clubs. And, I'd like to kind of know, just to get an idea, how many free, you know, or no charge field subscriptions or membership subscriptions, do we currently have for the Club?

Mark Wheeler: Okay, great question. I do have the eBugle member count for you. It's 432. (Jose) pulled that up quickly, because I just sent that to Modern Litho for the ballots.

The other two questions, life members and complimentary members, will take me a little bit longer to get. If you'd like, I'll send that result to Alan and let him distribute that. I'll do that as soon as I hang up from the call here.

Larry Schramm: That will be fine. I just - you know, these are some of those questions you know, that I have been asked. Because on the - especially on the eBugle members, I can't tell you how many calls I've gotten, where's my ballot; where's my ballot?

And, they're supposed to be mailed, and that's all I can tell you. And, have they been mailed?

Alan Oldfield: Yes. They were supposed to have gone out last week.

Larry Schramm: Okay. All right. Because I just got another call today and I said, I don't know where they're at. Okay.

Alan Oldfield: There was also email blast that Peter sent out what, a week or two ago at this point, Peter? Telling the eBugle members that the ballots were being printed and shipped directly from Modern Litho.

Peter Gariepy: Yes, about two weeks ago.

Mark Wheeler: And, we've gotten a few phone calls from people who have had destroyed ballots or threw them away. It's only been, you know, I think I can count, on less than two hands, the number we've sent out. But do have the replacements here.

Larry Schramm: Okay.

John Steed: Mark, this is John Steed. Now you're saying that other clubs have actually used this and quit printing a roster, right?

Mark Wheeler: That is correct, yes.

John Steed: And, that's the majority of y our clubs or...

Mark Wheeler: I would say about half. Half of them still print and half of them use the online system.

Larry Schramm: . The other question I would have, if that be the case, how many people renew by mail versus how many people renew by calling in? And how many people renew on line? That would be the three big questions to determine or not you print.

Mark Wheeler: Yes. And in fact, on the - I think I'm producing it now, and if I'm not, it will kick in when - if you decide to use our membership system this will kick in. But on the demographic report that we send out each month, on the bottom of the report it will tell you how many people renewed on line, as opposed to, phone or mail.

And based on other clubs we manage, it varies widely. Typical car clubs, it's about 20% do it on line, 80% do it by mail. Without motorcycle clubs, that statistic is completely flipped. Eighty percent of them do it on line, 20% by mail. So, you know, I'll be able to get a feel for your club. You know, once this system goes into place, that statistic will start calculating.

Larry Schramm: Okay. We're like everybody else at 80% by mail, it says you're still going to publish a roster.

Mark Wheeler: Yes. There are some clubs, they want a printed roster in their hand, to carry with them, you know, to throw in a car. You know, a lot of these go on trips with their cars. And they want to have a roster in case they break down and call a member, you know, close by.

John Steed: Mark, it's John Steed again. Do you allow for those members that want it, like to just let them buy a roster? Do we have a way of printing that off, kind of like the online publishing that we do with books and things?

Mark Wheeler That's print on demand.

Mark Wheeler: Yes, that is kind of up to you. We've - even though we have members who use our online system, there are I think, two clubs, also have a printed version. So we haven't done a, you know, sort of a print on demand program yet. Most of the clubs print a small volume of rosters and we mail those out to members who, you know, want to purchase a printed one.

So, you know, you've got a couple of options there. The one thing we do not allow is to go on our online search page and search - you know, just do a blank search. In other words, I want all the members, you know, downloaded to me. It won't do that. It hasn't an upward limit of 300.

And the reason we do that is to stop commercial interests from coming in and, you know, grabbing all this data, and you're now soliciting the members. So it's a, you know, safety catch there so, we don't allow that.

But other clubs have done -- I think it's the Packard Club -- we actually produce the PDF version of the roster so they can download it and then print specific pages if they want.

So there's really three options - to print the roster, a PDF to download, and this online search ability.

Alan Oldfield: Mark, thank you so much. Really appreciate it. And, it's good to have you on the call, so we can all have a chance to chat with you a little bit and get to know each other.

Alan Oldfield: Hey, thank you. Peter is up next. And I know Peter, you are teaching tonight so, we'll try not to keep you past your deadline here.

Peter Gariepy: I appreciate that.

Alan Oldfield: Peter has some thoughts on what our next steps are. Now that we've digitized most of the previous Bugles, how we make those available to the membership. So Peter, the floor is yours.

Peter Gariepy: All right, so the goal here is to take the existing, converted PDFs that Bill Stoneberg had worked with on a company called, 1DollarScan. So, they're sitting somewhere. Bill, I believe you have them on CD?

Bill Stoneberg: I actually have a portable hard drive.

Peter Gariepy: Okay. So, with the receipt of those files, right now there's a few basic assumptions that I have. That there's approximately 700 of those files, and they take approximately 200 megabytes each in file size. So that gives me about a gig's worth of data.

That gig, I can convert - I can compress to about one - to about 20% of that file size, which ends up being about 200 gig. And then I would convert all of those into something called, a FlipBook format which is an online magazine. You basically can turn pages, you can do searches. And that ends up being about 200 megabytes or one-fifth of a gigabyte.

The storage needs for that, plus the bandwidth for that would cost the Club about \$760 a year total, after the savings when we stop using the current tool, which is called ISSUU.

Or \$760 a year net cost - \$760 a year net cost. And then the -- excuse me - - and then the preparation of those files. So, they're way too large for most members to be able to grab, as is. So my job would be to do two things.

One is, convert them into a compressed PDF, which is a batch process. It's going to take me arguably - 700 files, it's going to take me a week's worth of computer time to just crank those out. Probably less. But until I actually have them in front of me, plus I need the extra storage locally, to have that. So I'd have to have a - so I'm going to have to free up a couple of gigs worth of storage just to have that - the ability to make that conversion.

And then the second thing I have to do is convert it to FlipBook format. I already have the FlipBook tool, which is a piece of software that sits on my

local desktop. It cost me about \$600. I use it for a couple of other clubs already, so I don't have to buy it again.

And then once I have them converted, I need to push them to a server. In this case, the server that I currently use for The Buick Club Web site is on a company called, HostGator. It's the same server I've been using for The Buick Club, and many other clubs for years.

But my problem is, it's about 400 gigabytes worth of data. And that just requires extra storage. And that's where that \$760 more a year, comes from.

But my time to do all that work, to do the PDF conversions, to do the FlipBook conversions, all the storage needs; everything, is going to be about \$1800. And, that's a one-time fee. And that's about, not including - including all the batch work and time and effort, it's going to end up being about 60 hours of my time. And, that's where the \$1800 came from.

So, what we get at the end is, I'll work in conjunction with Mark. Once Mark has - if you guys sign up for this new proposal that Mark has given you, then the members will have access to the, members only, area, virtually, instantly. And they can log into the site. They can keep their membership data updated, and they can see all 700 copies of the magazine, instantly.

Alan Oldfield: Okay, I have two questions. What level of - let me rephrase it. I'm concerned about copyright protection. And would these once, now digitized Bugles, be available just to look at on the Web site? Or, someone could download them if they wanted to? What's that about?

Peter Gariepy: It's up to the Club. I generally set it up so that they cannot download the file. They can only look at it on the Web.

Alan Oldfield: Okay. So, we could decide either way?

Peter Gariepy: Yes.

Terry Weigand: Hey, this is Terry. And I got a question for Mr. Gariepy. What's to stop the Club from selling these on a thumb drive, to recoup the cost of digitizing? That way the member could do whatever they want with it.

Peter Gariepy: So, that's a decision the Club can make. If we choose to sell them instead of give them to the Club members, then we'd have to come up with an entirely new way of selling them.

And so an example, we could sell them one copy at a time. We could sell them as a group and have a one-time expense. But that's a decision the Club would have to make. It would add a fairly significant layer of complexity.

I could talk to Mark and see how to best do that. Because I think it would be best to use the ecommerce system that Mark has already built. And because they have to be a member to get access to them. Or I'm assuming they have to be a member to get access to them. And Mark and I can coordinate that.

Larry Schramm: Hey, this is Larry. I've got a question for Peter. I'm sitting here looking at your information. It's the, Online Bugle Storage Calculation Needs. It says, 720 total magazines and, the size per magazine is 200 megabytes.

Peter Gariepy: Right.

Larry Schramm: And the next line says, total megabytes is 920 megabytes. That doesn't seem to add up or, I don't understand why, if you've got 720...

Peter Gariepy: My - it's actually - you're right. It's 720 times 200 so, it's actually gigabytes. So, it should be a "G" not a "B".

Larry Schramm: Okay, I just asked because I'm looking at the numbers. . So, if you're talking 920 gigabytes?

Larry Schramm: So in round numbers, that's a terabyte?

Peter Gariepy: Correct. It's one terabyte.

Larry Schramm: All right, one terabyte. Not - in today's world, not a lot. Then I guess I want to ask Bill Stoneberg, so how are these magazines, how have they been scanned in? Are they just scanned in a PDF file with just one page after another?

Bill Stoneberg: Well, they're PDF files arranged by year.

Larry Schramm: But, so in other words, it's not - so in other words, they're not individual magazines of January of...

Bill Stoneberg: They are.

Larry Schramm: Are they filed by January or, are they filed by 1968 or '78; whatever?

Bill Stoneberg: They're filed, I believe, with the month and the year.

Larry Schramm: Okay. So every - you have an individual file for every individual magazine?

Bill Stoneberg: Oh, yes. You bet.

Larry Schramm: And - well I'm just asking. Because I want to - that's the difference. Whether or not they're all in one year or, they're individual magazines.

Bill Stoneberg: No, they're individual files.

Larry Schramm: And they're all PDFs.

Bill Stoneberg: They're very high resolution. So you can drill down and look at the detail if you want to. And, they're searchable.

Larry Schramm: Okay. Because then my next question is on it, compared to doing this Flip, you know, Flip magazine that you're talking about right, is at 200 megabytes per magazine, definitely high resolution? Is it generally speaking though, for most people, can we not take and keep, you know, a couple of these as a master file in the real resolution for, you know, if we need them to print something.

But pragmatically, resize all these down to, I don't know, you know, ten megabytes instead of 200? You know, do a 90 or 95% reduction in size to put them out on the Web, so we don't have to go through all these other gyrations. And then you might only have 200.

Peter Gariepy: Let me address that.

Larry Schramm: Yes, please do.

Peter Gariepy: So currently, (unintelligible) 200 megabytes each. And if you compress them to 20% of that size, that's still 40 megabytes.

Larry Schramm: Forty megabytes, correct.

Peter Gariepy: And the reason - if you do anything more than that, it really starts to degrade the quality of the pictures. So, I wouldn't suggest it. And then I generally don't - there's two reasons why you don't want to distribute it as a PDF.

One is, they are all downloadable and they are not protected. And then the second reason is, even at 40 megabytes, that's a pretty large file to download.

Larry Schramm: I don't disagree.

Larry Schramm: Then it goes to the next question. You say, where there's no protection on it, I know people would - there are ways you know, to figure out how to download stuff if they really, you know, into computers and stuff. I understand that.

But my next question, and it goes into Alan's question is, are all these copyrighted, do you know? So if somebody goes grab one, even if for nothing more than a screenshot, and starts using it, you know, on something commercial, that we would have something to stand on?

Bill Stoneberg: They're automatically copyrighted. Anything that you produce, even if you don't say in the magazine that it's copyrighted, it in fact is copyrighted.

Larry Schramm: That's what I thought. But I just want to make sure that we have - when you say we have no protection, I guess we do have some protection. But it depends upon if you catch it and, how much effort we want to put into enforcing our intellectual property.

Peter Gariepy: So, this is Peter again. So from my perspective, the Club absolutely, 100% owns the copyright of these PDF files. The - I think that there's some minor arguments about some particular articles. And I'll let Alan address that.

But the copyright is owned by the Club. With that said, the inconvenience or the problem that could incur, is that somebody decides hey, I'm going to download all these files, and then I'm going to go sell them on eBay. Or I'm going to sell them on Amazon.

And yes, you can attack that person after the fact, once you find out that they're doing it. But you can solve the problem by just converting them to FlipBook format. And then they are not downloadable. Because they are not - it's not a single file. It's a - it requires a lot more work. And even then it's not distributable.

So that's why the FlipBook format exists, is it protects or prevents the ability for somebody to download it. The same with printing it. So they can't download it and, they can't print it. They can only view it on the screen.

Alan Oldfield: You have any more questions for Peter?

Larry Schramm: I think we all need to talk about it.

Alan Oldfield: Yes, that was the point. Okay Peter, anything else we haven't asked that we should know?

Peter Gariepy: No, I think we're set. I mean it's - the fundamental numbers are 760 a year for the hosting, and a one-time fee for the conversion.

Jack Welch: Yes, this is Jack. I actually do have one quick question. Ever since we lost (Joel), who was our accountant, the Club bit, as a general -- and the Board -- are a little paranoid about single source for just about anything.

So, you know, certainly you look like a very healthy individual, any photos I've ever seen from you Peter. But if anything were to happen to you, what would become of all the data that we would provide to you?

Peter Gariepy: So, I call that the, I get hit by a truck scenario.

If for safety purposes the - we could choose an external hosting service that would, for example, we could go to somebody like GoDaddy and host all these files.

And Bill can explain that. He's more intimate. He knows that model. It would probably cost more.

So GoDaddy has these pretty prices. But the - but when you start talking about this volume of files and this volume of bandwidth, you've got to start buying the more premium services. So it would cost, not significantly more, but more.

And then if I were to get hit by a truck, then Bill or somebody else the Club designates, would also have access to that. So, that's true of the Web site as well. Currently if I get hit by a truck, getting access to the Web site would be problematic.

Now I can tell you, right now today, if you say, hey Peter, I want other people to have access to the back end, I will gladly give it to them. So, you just tell me who in the Club, I give - who I delegate that information to, and I will gladly give - I will gladly delegate it to them. Including what we're talking about today.

Larry Schramm: This is Larry again. I guess then that begs the question is, you know, get hit by a truck scenario, do you have a remote backup of all the information for The Buick Club someplace else?

Peter Gariepy: I do.

Larry Schramm: So a response site?

Peter Gariepy: So actually - there's actually two. So right now, the hosting company, HostGator, keeps a functional backup of the Web site at all times. And then once a day I back up the entire Web site to a Dropbox account.

Larry Schramm: Okay.

Peter Gariepy: So, if HostGator were ever to go out of business, I always have a backup of that file. And I keep about four months of running backups of the Web site.

So in case - say it got hacked a week ago, I didn't know it, I could always go back eight days, and restore it and reset it.

Larry Schramm: A month of full backup.

Peter Gariepy: Yes.

Alan Oldfield: Peter, thank you for all your work on this and, taking the time to step us through it and answer these questions.

Alan Oldfield: Now I have a question for the group here. Do we want to take a moment and go back and discuss the Wheeler Cornerstone proposal? Sounded like we were leaning towards that.

Or do we want to save that for later in this meeting or, second in another meeting?

Jack Welch: . My suggestion would be, while its fresh in our minds, it wouldn't be a bad time to go back and have some discussion about it.

Alan Oldfield: All right, let's do that now. So the floor is open for discussion of the Cornerstone proposal on the online - I'm calling it the online database. I'm not sure that's right, but that's what I'm calling it.

Jack Welch: Yes, so the online relational database would be a pretty good name for it, for sure.

Jack Welch: Well, if nobody else will say anything, at least from a strictly financial point of view alone, it would save us money. So it's not huge money, but it's money. And I think that the - any upside, certainly would override any downside to doing it.

Bill Stoneberg: I think the user experience for our consumers; our members, would be much better.

Larry DiBarry: I agree with that too. Larry DiBarry here. I said I liked it.

Larry Schramm: Do we want a motion to approve it? Because if it is, I'll motion to move it - to everything to Cornerstone and that database?

Alan Oldfield: Yes, I am open to a motion to approve to move to the online relational database to Cornerstone.

Roberta Vasilow: So, why are we even talking about this? Just make it happen.

Alan Oldfield: And we've had discussion I think. Are there any people who abstain on this vote? Are there any people who vote no? So by action, I think it's approved. All right.

Roberta Vasilow: Make it happen. The sooner the better.

Bill Stoneberg: By acclamation, we approve.

John Steed: We're going to need to get information into The Bugle, before we turn this on.

Bill Stoneberg: Okay. And explain what's happening and the fact that it's going to look different. And the fact that you can do all this neat new stuff with it.

Larry Schramm: I'm sure Mark Wheeler will provide some succinct explanation that we can post in The Bugle.

Roberta Vasilow: And 80% will understand what you tell them because 80% don't use the Internet.

John Steed: I think for me, that the big savings on this is if we can get out of printing the roster and mailing it to every member and develop some way where people can get that. I think that right now we need to set in motion somebody or some committee or something to analyze how we can do that but, you know, the

cost of the roster and printing it every three years and then being out of date in like months is something where this would be a lot better way to do it.

Jack Welch: If we had 80% of the people did online renewals (unintelligible), then I would say, Okay. But if you have 80% of the people bailing it in, that tells me the vast majority of our membership is not in that zone and we need to continue to print a roster out and send it out.

John Steed: The other thing is from what he told us, they can get a printed copy but we can charge them for getting that printed copy. Instead of just automatically sending out something that probably cost us \$3 or \$4 to create each time.

Alan So, what I would suggest here in the interest of keeping things moving along today is we take up the issue of whether we continue to print a roster or whether we continue to send everybody a roster or subsequent meeting or maybe the next meeting or the national meet, wherever we want to pick that up again.

Man: Just one last comment. The Cadillac Club is doing roster on demand. If you want the roster when it gets printed, you mail them back a postcard. If you don't mail them back the postcard, you don't get a roster.

Jack Welch: . Real quick, because of all the noise, some of this is probably going to be a problem with the transcription. So just so I have my notes correctly on the last vote, we had 100% vote for approval, is that right?

Alan Correct.

Alan Okay good. Next item on the agenda, I'm going to skip over the Peter Gariepy digitalized discussion unless we want to have some more of that discussion now?

Bill I think he's charging you way too much in my opinion. His numbers are wrong and I think he's charging you too much.

Alan Okay, anybody else while we're on the topic?

Larry S: I agree that I think the price is really high.

Roberta Vasilow: I agree, too. I just think it might be a money slurp. We need to maybe think about putting a proposal together and asking if there is somebody else out there. Maybe Mark can help us with that?

Alan: I would agree on that.

 All right, I'm going to table that discussion until the subsequent next meeting. We'll pick it up again when we don't have such a full agenda. Okay, next up is an update on the audit. There's that feedback again.

Alan. All right I'm going to see if we can (unintelligible) here. That is a noise. I had a conversation this afternoon with Brian Lappin of Plante Moran but I don't want to get ahead of us here. Larry, Bill and Bob, do you want to share what you have in terms of an update with the group on where we are with the audit.

Bob Safrit: Bill is handling all these questions that are coming at him very well.

Larry Schramm: Plante Moran has asked for a whole bunch of documents and, I'm pretty sure I've been forwarded, I think there are some things that, you guys tried to find, but that's the extent of what I know about it.

Bill Yea, I spent a bunch of time this weekend and got everything together for the national meet and last week I got the questions that (Brian) asked and, you know, what he's asking for are over in Mark's files. So I sent Mark a couple of lists of things that are needed. Once I have those, you know, Brian should have everything he needs.

Alan And so I just have a quick update to that. So there was a message, an email that went out from (Brian Lappin) to Larry Schramm, (Bill), Bob, and me on a Friday with a couple of lines about where the update was, were they all with the audit.

And in a nutshell, they are waiting for this information that will be coming this week from Cornerstone and Mark Wheeler's organization. Otherwise, (Brian) said they've got pretty much everything they need after that, not pretty much, they have everything they need after that.

And he expects that they'll be assuming that information is forthcoming this week some time, that they will be able to wrap up and deliver a report in early May. He also said, and this is a direct quote, "The cooperation," and he did specifically single out (Bill), but he said "The cooperation from the Buick DCA for what they need has been great." So in case you were wondering about that.

One of the things we need to talk about is what we want in terms of a report. So in the email that (Brian) sent Friday, he said we could write you a report,

we could do a PowerPoint. And I'm thinking about we have several audiences that are going to want to see this report.

Obviously the first audience is the Board, but we also have the membership, and we might want several deliverables. For example, we might want a conference call with (Brian Lappin) and the team from Plante Moran so that we can ask them questions and ask them how they went about coming to their conclusions if they had, you know, surprises along the way, just a Q&A once we read whatever they deliver to us.

So, we don't have to answer it today but we could if we have a pretty clear idea. Here's what I'm thinking, and this is just my opinion, maybe the best way to do this would be to have Plante Moran send the Board a written report and then schedule very quickly on the heels of that, a conference call where we can have a Q&A session.

In addition, an executive summary that could be shared with the Board along with a more in-depth written report. So that's one option is a written report and a Q&A.

A second option, and I don't know how comfortable everyone is with this, but, I don't know if any of you have experience with a Webex, which is basically an online conference where Plante Moran could step us through a PowerPoint presentation with a findings summary of what they did, recommendations, and then we'd be all on the phone together. We could ask them questions and they could answer that for us. So that's something we could consider.

And then obviously a written report of some form that could be shared with the membership whether that's in the Bugle and online, one or the other, or both of those.

So that's what I talked to (Brian) about was really the timeline which is early May and what shape we want the deliverables in. He said they can do any of those kind of deliverables probably it wouldn't cost any more than the 25 thousand which is our cap. He said if he wanted to give himself a little wiggle room, he said potentially it might be another thousand or two if we wanted, you know, more extensive deliverables, but he doesn't know that. He didn't want to be pinned down to a cost on the call this afternoon.

That's what I know from my conversation with (Brian) and that I think encapsulates what was in his email to the four of us on Friday. So thoughts, questions about that?

Larry Schramm: Webex is no big deal, we do one or two of them every single, every week I've got them on so that's not a problem to do Webex and put a presentation together on PowerPoint and we could step through it.

I guess the biggest deliverables I would look at is you said one of the items - one of the probably four items that I would look at is do you see any surprises, or weaknesses, and where did we get any information or, you know, have some sort of a deal from the IRS.

What type of things do we need to have done to prepare for it, what are best practices, you know, where are we weak in best practices of in 2019 and going forward not what may have been done years ago and where would we need to rewrite any standards of financial activity, you know, to make sure that they meet the best practice for a 501(c)(7).

I guess those are the most important deliverables I have is, you know, what, especially, you know, where are we at and make sure we're in good standing both financially and legally so we don't have any issues.

Well, that's why, that's part of the reason for this audit is that to take and say, what have we been doing, how have we been doing it, and what are our best practices for a non-profit today. What can we do to make all of our information more transparent to the membership, that's one of the big things - because that's what we're charged to do, you know, we're charged to run the club and make sure we deliver information about where our objects are, what we're doing, where we are, and where we want to go.

Bob Safrit: Financially we're about as strong as any club our size. And he probably will not comment on that.

Alan Oldfield: Yes, this is Alan, what I would suggest is we put together the questions that we want answered and I can get everybody's input and compile a list and share it with everybody of course and then send that to Plante Moran and say, These are the questions that we're going to want answers for so you can include these in the deliverables.

Then if (Clint Moran) wants to say yes we'll do that no we won't we're not going to care for that, they can tell us that.

Alan Oldfield: Let me ask you, is there anyone on the call who really would not be comfortable, and it's fine if you are, with a Webex which is basically an online presentation conference call where we would step through a Power Point presentation?

Jack Welch: This is Jack. I've never done one. I'm not saying I wouldn't be comfortable with it. If it's something that, you know, we just, if it's easy enough to get on

the computer or whatever, I have no issue. I've never done one that's all. I've never had any need for it.

Larry Schramm: This is Larry, I tell you, what they set up, if Plante Moran sets up a Webex on it, what' they'll end up doing is they will send you a link to have you click on it and you may have to download some software form the link in order to watch the Webex. After that it's pretty straightforward to do it. It's not a problem.

Alan There's another alternative which is they could send us all the PowerPoint ahead of time so we'd each have it in our computer and then we could just get on a conference call. That would save the download and some of the software

I know occasionally in my business we have problems with a client being able to download the software and some of that so I'm trying to think of what's the past of least resistance here.

All right, why don't I talk to Plante Moran and I'll do it via email so everybody, Larry, (Bill), Bob, or share it with that and we'll just talk about the best way to do that. It sounds to me like we definitely want a Q&A session where everybody on the board can get on the phone and we can ask them questions.

Okay, that was what I wanted to talk about in the audit so just to be clear, we're looking at an early-May timeframe assuming that (Clint Moran) gets the information from Cornerstone in a timely fashion this week and then we have to decide on what deliverables we want.

Alan Oldfield: All right, the next item on the agenda is the Bugle and shipping. The question is bagging versus trying to use two tape strips - and I sent you all an email with a few pictures of what that would look like and literally we want to try that as an interim measure to reduce the number of mangled Bugles by the post office.

The tape strips if I recall were three cents per Bugle per issue versus the bagging which is a little less than \$8000 a year. Any thoughts on that?

Jack Welch: I get several publications that are pinned like that if we want to call it being pinned and, you know, I've had no issue with damage to any of those publications so, and they are not the same quality paper in most cases that the Bugle is so, you know, I think it's worth looking at for sure.

Larry Schramm: This is Larry I've been, kind of, keeping tabs, I got I think three of them in the last month, that are taped and it's not an issue. I would vote to try that.

Alan Oldfield: All right, let me see if we can take a straw poll here. Are we generally in favor of trying to tape strips for a couple of months to see how that goes? Tell me if you're opposed to that. Okay then I'll take that as a yes. I'll get back to Modern Litho and tell them we want to try tape strips for a couple months.

Next item on the agenda, Hemmings' advertising opportunities, and I think last Friday I sent everyone an email with two attachments. Off and on during the past actually couple of years I recall the Board has discussed whether or not we want to do some advertising.

I reached out to Hemmings after one of those discussions and over the last several months one of their reps has gotten back to me a couple times and what I sent you last week was a summation of a digital opportunity and that would be the Bugle, I'm sorry, the BCA would put some banner ads on the Hemmings Web site.

It's incredibly, I think, cheap to do that for the number of impressions that we get and I included those numbers in that attachment. Another option, I think it

was \$350 for a month for something like 50,000 intercepts. Now that doesn't mean you're going to get 50,000 people clicking on it, that's a lot of exposure.

The second opportunity is to do some advertising in a print publication and their rep suggested we take a look at the May issue which is next month's issue of their publication Hemmings' muscle machines because they have a special section on Buick, Olds, and Pontiacs.

And timing would be critical. We would have to decide here in the next week if we want to do that. But that would be something that would put our Buick Club advertisement right next to some very pertinent editorial. So, I'll open the floor for discussion on that.

Jack Welch: If we do anything, it's my feeling that we do it in muscle car related publication because frankly I think the biggest surge of new growth we are to get as a club is going to come along people who have those generation cars and modified cars. And so for me that's the best bang for a buck.

Alan Oldfield: Any other comments from anybody? So to address the cost issue, according to the document that I sent everybody, the cost to do advertising in the print publications of Hemmings muscle machine next month, they range from a low of \$565 for a one-eighth page ad in black and white all the way up to a full-page ad in color of \$4100.

So you can, under a \$1000, you could do an eighth. .

Alan Oldfield: Well you could do a quarter page for right at thousand, \$1100 black and white.

John Steed: Alan this is John. What are we hoping to do with this - are we just trying to make people aware that there is a Buick Club or are we trying to convince, you know, I mean, what kind of clientele are we looking for?

Alan Oldfield: Well, you could tailor it John. I mean if you just do an ad that says there's a Buick Club and, you know, whatever we want to say about it in a quarter page, that's just general awareness. That's getting people to go, oh I read this article about a Buick, gosh there's a club for them, let me go see what they are about.

So that's one area you are not going to be able to track that obviously. But that is part of the beauty of advertising. If you want to direct people to the national meet then that's going to be much more specific. We're getting pretty close if this issue doesn't come out until say mid-May, we're getting very close to the national meet for that.

Jack Welch: I think that train has passed so to speak for this year. If we do anything, my thought would be that we contribute potentially a little bit more money and have a maybe a response box there or URL whatever, where they could get a free Bugle. If they had interest in the Buick Club, they could contact us and we would send them a free Bugle.

John Steed: Or is this something that we want to do like we're talking about the signs where we give them some kind of discount? Mention this ad and get a 20% discount on your dues, or?

Jack Yes, that's another thought for sure.

Alan Oldfield: Let's take this one step at a time. Star poll, do you have any interest in spending let's say up to \$1000 or \$1200 on doing some advertising?

Jack Welch: I would say it's money well spent. We've not done any real advertising. I don't think advertising in general pays but were they already going to be running a Buick feature in the magazine that's a little bit of pre-advertising course if we jump on that bandwagon so to speak.

Alan Oldfield: Anybody else think it's a good idea?

Bob Safrit: Tracking I think is very important if we're going to spend something like that. I've always been frustrated because they say we talk about putting in these magazines and we have no idea about the results. That's all.

Larry DiBarry: This is Larry, the thought of mention this ad or send this ad in for a 20% discount, then you actually are able to track that, that has been successful. But again that's the only way I can see it going through a hobby magazine like Hemmings.

Alan Oldfield: Anybody else?

Larry Schramm: This is Larry Schramm. I'm somewhat mixed on whether or not to spend the money, and part of it is I'm not sure in today's world that unless you do a whole page ad and even then I'm not sure how much to pay attention it is.

If we're doing an eighth of a page or even a quarter a page, I'm not sure how quickly that most of the people will just look right over and never even see it. That's my concerns.

And I guess each one of us asked, I know I get Hemmings, you know the paper copy and I get the stuff online, I get both of that and I get a whole bunch of other stuff, is how many times I can go through a magazine or a newspaper

and I'll never even recognize or see an advertiser because I'm so used to reading right over top of them.

Alan Oldfield: Okay, anybody else?

John Steed: I guess, this is John, the thing I can see with the ad is that if we're trying to reach people who don't know there is a Buick Club and the muscle car magazine seems like the people you'd be trying to reach for that.

You know, I don't know how big the ad is but that make sense to me to try and make sure that people know, hey there is a Buick Club. We're interested in muscle cars, you know, and trying to invite them that way. I agree with Bob on the tracking or I think Larry said this really was that the 20% off might be a good way to be able to get some kind of way for people to, you know, we'll know if they saw it or not.

Alan Oldfield: Well I think at this point I have to, since it seems, kind of, lukewarm, you all are going to have to give me a thumbs-up or not or wave off, that's fine, either way let's just. I thought the timing was opportune if we wanted to discuss it.

John Steed: I'll make a Motion that we approve that you spend up to \$1100 to put an ad in the muscle magazine.

Alan Oldfield: Okay. Motion to approve up to \$1100. Actually it would be \$1139.

John Steed: Okay, \$1139.

Jack Welch: I'll second it. This is Jack.

Alan Oldfield: All right, Jack second. Any other discussion?

Bob Safrit: This is Bob. It needs to be bold and it needs to be simple.

Alan Oldfield: Bold and simple. Well what I would probably do is call up (Cindy) and say (Cindy) here's what we're trying to do, can you do bold and simple? Because I sure can't do it.

Alan Oldfield: Got it. Okay. All right, so we'll need a vote. So the Motion is to approve up to \$1139 to put an ad in Hemmings' muscle machine for next month, move by John, seconded by Jack, input from Bob bold and simple, and maybe a picture of Roberta's car. (Ed) is not here.

Alan Oldfield: Okay. That is everybody's votes yes except (Ed) who is not present. Okay, so I will tomorrow get a hold of our rep at Hemmings and I'll also have to reach out to (Cindy) and we'll have to be able to turn this around. Hemmings' deadline is April 22.

So if we can do this in the next week, we can her done. I will keep everybody in the loop. All right thanks everybody.

Next, discussion, next item on the agenda is the discussion to your point Larry from an email a couple weeks ago whether or not we want to approve the money from Mark and (Jen) Wheeler to attend the national meet. As you heard, Mark, he's planning to come.

Obviously it would be up to us to approve the expense for that. So the floor is open for discussion on that.

Bill We always paid (Mike) and (Nancy) travel and hotel rooms.

Roberta Vasilow: Can you tell us exactly what Mark's requirements are. I don't think there's a problem but just to reiterate.

Alan Oldfield: Roberta I can only tell you my discussion with Mark. He wants to attend, he wants to know more about what the national meet is about. They are going to drive down so there won't be two air fares, it would be one mileage for the two of them and he is willing to have us put him to work a little bit but if we put him to work they would charge us \$20 an hour.

Roberta Vasilow: I would say it's a good idea for them to be there. It sounds like they want to so let's make it happen.

Man: Is that a Motion Roberta?

Roberta Vasilow: Yes.

Alan Oldfield: All right. Do you want to restate that other than make it happen Roberta or maybe that's good enough?

Roberta Vasilow: I think I will make a Motion that Mark Wheeler and his wife and whoever he needs to bring come to the BCA nationals in Oklahoma next month.

Alan Oldfield: We need a second.

Larry DiBarry: Larry DiBarry will second that.

Alan Oldfield: All right. Made by Roberta, seconded by Larry.

(John Steed): Alan this is John I've got a question. Basically we're going to pay the same expenses as we do for like (Mike) and (Nancy) when they came?

Larry Schramm: What were those expenses that we pay? You know, are we paying just a hotel room or are we paying, breakfast, lunch, and dinner, you know, meals.

Alan Oldfield: We pay travel and hotel.

Roberta Vasilow: You have to eat whether - wait a minute. You have to eat whether you're there or not, you have to eat. And when I went on expense for General Motors, they didn't necessarily pay to eat because you had to eat anyway. So just something to think about.

Larry Schramm: Okay, the question is this. Is your Motion to pay for a hotel room for Mark and his wife? Is that the question? Is that what the Motion is for?

Bill: And travel expense.

Larry Schramm: The gasoline down and back. Okay. Is that what the Motion is for?

Bill: And probably a hotel room there and back.

Larry Schramm: That's what I'm talking about, a hotel room and gas, is that what we're paying for? Is that what the Motion's for?

Alan: I want to be clear on this, Roberta and Larry, we're talking about paying for the mileage expense, the hotel room, and let me be clear, not paying for meals?

Larry Schramm: Okay. If that's what the Motion is to pay for hotel room and mileage then I'll go along with it.

Alan Oldfield: As a person who traveled for 33 years for my living, I'm uncomfortable telling them that we're not - I don't know (Bill) did we pay for (Mike) and (Nancy's) meal expenses in the past?

(Bill): Not usually, no.

Alan Oldfield: Okay. I don't know what Mark's take on that is. I think it would behoove us to make sure that he's clear on what the Board has voted to pay for which is gasoline and mileage rate and hotel but not meals.

Larry Schramm: Right.

Jack Welch: , I would amend that to say that we should pay his way to the banquet at least so he would be at the banquet and see what it was like. I think it behooves them and us both to be there.

Alan Oldfield: All right so let me see if I've captured this. Travel, that is mileage expense, hotel room, and the banquet.

Alan Oldfield: Is that correct Roberta?

Roberta Vasilow: Yes.

Alan Oldfield: And Larry?

Larry Schramm: Yes.

Alan Oldfield: Okay, so that's what we're voting on.

Alan Oldfield: Okay, everybody who voted, voted yes except (Ed) who is not present. All right. Jack Welch this is a late add to the meeting agenda. Jack do you want to chat about the stenographer.

Jack Welch: Yes. The SOPs call for a stenographer to be at the national, well at any Board of Director's meeting. So theoretically, that is taken tonight by the AT&T conference call on our more informal telephone conference calls. They have not had the stenographer. I have done that duty.

But at the national meet, last year there was a video of the entire membership meeting and the Board of Director's meeting. I don't see any need to go to that expense but per the SOPs, they say we should have a stenographer so I just want to get a feel for the Board's opinion on whether we do that or not.

Man: As we found in the past, it makes it so that you don't pay attention to the national meet, to the conversation going on as opposed to taking notes.

Jack Welch: Exactly, right.

Man: That's why it started.

Jack Welch: Yes.

Man: How many times have we lost that stenographer's record? I know in Springfield we never got it evidently.

Jack Welch: Yes, you know, again I wasn't the secretary then so I don't know what happened there but, you know, I can tell you we'll certainly get this one.

Larry Schramm: So that comes out of the national meet expenses, right?

Jack Welch: No it does not. It comes out of the BCA. Because it's a Board meeting.

Roberta Vasilow: It all comes out of the same hole eventually. Have we, maybe we should talk to (Peter) and see if he has somebody in mind that can do that for us local.

Jack Welch: I've already pursued it with a court stenographer company that's out there that their name was provided to us by the Chamber of Commerce. So the cost for doing it is going to be somewhere in the realm because they charge you by setup and then by printed page. So, my guess in talking to the people out there to do the membership meeting and the Board of Director's meeting, it will be in the vicinity of \$1200.

Roberta Vasilow: That's too much.

Jack Welch: Well we're paying \$1000 for tonight.

Man: That's what our conference calls cost.

Larry Schramm: Let me ask you this. Is that for both the member meeting and the Board of Director's meeting or just the Board of Director's meeting?

Jack Welch: That is my estimate - it's my estimate that, that would take care of both.

Larry Schramm: Both. Okay, because my comments, sometimes the listing of having been at both of those meetings, my question is there any way that we can combine all

that into just one meeting, period and be done with it, because a lot of it's redundant from one night to the next.

Jack Welch: Well the membership meeting really is the member's night to get up and question the Board on what we've done and why we've done it. That's their night. We're just there to answer their questions. The Board of Director's meeting is a whole different thing.

John: I guess Jack is there really any reason to have somebody record that member's meeting? I mean there's no Motions made, there's nothing done there expect listen, right?

John: Except like it was this last time.

Roberta Vasilow: So put a recorder on your phone and record it and if we need it we got it.

Jack Welch: Well, I'm not satisfied with that frankly. The SOPs specifically call for a stenographer. And giving what's going on in the club right now, I think it would be an error for us not to have a stenographer.

I am saying that we have a record of what goes on that's done by somebody else and that I take views from minutes, period -because we have minutes of both the membership meeting and we have minutes of the Board of Director's meeting.

Alan Oldfield: This is Alan, I think it's in our best interest as a Board to have a record of what's stated at the membership meetings because you just never know. I just think for a few hundred bucks, it's money well spent.

Larry Schramm: That's why - that's my opinion Alan. I think we just ought to combine it into a single Board meeting because pragmatically, there wasn't a lot of activity or

things that happened at the Board meeting that couldn't just have been if anything done with during the member meeting.

Larry Schramm: I think it would be better time spent for everybody just to have one single meeting.

Alan Oldfield: I've got to respectfully disagree Larry. I think there are two distinct meetings. The Board meeting is the Board meeting to conduct business. We have to have a record there. Thursday night membership meeting is wide open and that's a totally distinct purpose.

Second, pragmatically, I think it's too late at this juncture to try to change the schedule for Midwest City. If we want to do that going forward, that would be up to the next Board. But I just don't think that's wise this year to combine them.

Larry Schramm: Okay. I don't disagree on this year but I think maybe looking forward we should take and put that under consideration.

Alan Oldfield: We certainly can do that. So, let me see if I can move this forward. We really has an SOP to stand on here. Unless there is vehement objection and somebody wants to make a Motion that we not, that we go against the SOPs and not hire a stenographer, I think we just move forward with the SOPs in this case and get a stenographer for both meetings.

John Steed: I agree with you Alan.

Alan Oldfield: I don't hear any major objections. Are there major objections?

Alan Oldfield: All right then we'll proceed with following the SOPs. Jack, please get a stenographer for Midwest City for both meetings.

Jack Welch: Will do.

Alan Oldfield: Thank you Jack. Also, secretary Jack, the last item on the agenda as it was published is approval of the minutes.

Jack Welch: Okay, so the first set of minutes is for a teleconference of 03/18/2019. It was not a recorded call. Those minutes were all sent out to everybody so I am looking for a Motion to accept.

Larry DiBarry: This is Larry DiBarry, I move the dates be accepted.

John Steed: I'll second. This is John Steed.

Alan Oldfield: Moved by Larry, seconded by John. Discussion on the minutes?

Roberta Vasilow: I have been - I have been - I would tell her (unintelligible) 10 days. I just got them and I have not reviewed any of it so I can't say anything.

Alan Oldfield: Any other discussion? All right, let's take a vote on the minutes of 03/18, moved by Larry, seconded by John to approve the minutes. We'll take a vote.

Alan Oldfield: So the minutes of 03/18 are approved. All voting yes and no vote casts. Let's vote on our next set of minutes, Jack?

Jack Welch: The next set of minutes would be for the month of January. And they are a compilation of email-related conversations that the Board had including a. Including the Motion to overturn the appointment of (Jack Gerstkemper) in Denver and approve the October, September, and November minutes. Those were the Motions.

Larry Schramm: Okay, this is Larry Schramm, I'm looking at the Motion results. It looks like you've got all the yesses and no's backwards on those, on the vote count. Because I voted to overturn it because I couldn't do that. And you have me voting yes, the other way around.

Jack Welch: Which Motion, on the file number, which file number?

Larry Schramm: 20 - 201819-10, 10A.

Jack Welch: Okay, 10A.

Larry Schramm: Those look like they are all backwards. The yesses should be the nos and the nos should be yesses.

Jack Welch: The 10A is actually was over, that was ruled out of order, so there was no vote taken at all under 10A. There's no votes under 10A. It was ruled out of order.

Larry Schramm: Well what about just 10 period, number 10 alone?

Jack Welch: 10 alone. If I look on the (unintelligible), that was to overturn it, that was my vote and I have you voting no, Terry voting no, Roberta voting no, Larry DiBarry voting no, and (Ed Depolly) voting no. That was my Motion.

Larry Schramm: Yes, but that's wrong. It should move to overturn the board of direction in Denver that it was not correct, and I voted we should overturn it, which 10, if I read it correctly, is the same as 10B.

Jack Welch: 10B had different verbiage. That was your Motion. 10B was your Motion and you voted yes, Terry voted yes, Roberta voted yes, Larry voted yes, (Larry D.) voted yes, and (Ed Depolly) voted yes.

Larry Schramm: Then what is just 10? Because 10 and 10B are exactly opposite, if I read them correctly.

Jack Welch: That is correct. 10 was my Motion, 10B was your Motion.

Larry Schramm: Oh, your Motion was to overturn it and that made (Brian) and (Jack Gerstkemper)? Is that what - the difference is that 10 is to say (Brian) and Jack Gerstkemper) would be co on it at that point in time?

Jack Welch: I did not say that.

Larry Schramm: I want to understand.

Jack Welch: Okay, I said that they were working together. We as a Board cannot approve directors per se for the pre-war division. So I said we were working together.

Larry Schramm: That's any division.

Jack Welch: That is correct. So I had suggested in my Motion that they were working together to resolve and to reorganize the PWD and that was overturned, that Motion was overturned.

Larry Schramm: Okay, so that - we throw that one out, correct?

Jack Welch: We what?

Larry Schramm: We throw that one out?

Jack Welch: We don't throw it out.

Larry Schramm: It's thrown out.

Jack Welch: It's not thrown out, it's overturned. Okay, however, you want to call it. It's overturned.

Larry Schramm: Okay, and so the only one that currently stands is 10B?

Jack Welch: That is correct.

Larry Schramm: Okay. I just want to make sure because I'm reading it, and anybody else who might be reading it, it's awfully confusing.

Jack Welch: It was a confusing day. It was a confusing scenario.

Larry Schramm: Okay. But at this point in time, (unintelligible) is no longer considered - at least by the Board at the time, is it had a pre-war at all because it was not appropriate to what the Board did in Denver. That's what this Motion 10B says, correct?

Jack Welch: Motion 10B says, and I will -- hold on, let me put my spectacles back on here -- Motion 10B says that the Motion that appointed (unintelligible) pre-war Buick division interim direct at Denver due to the fact that said Motion was

and is in violation of the BCA bylaws. This Motion corrects the issues. That is what we do.

Jack Welch: So, your exact sentiments were - do you want me to read it or are you happy with it?

Larry Schramm: No that's all right, I got it. Go ahead.

Larry Schramm: But Jack Gerstkemper is not in charge of the pre-war at all.

Jack Welch: That's correct.

Larry Schramm: Okay. All right. Okay.

Alan Oldfield: Are we ready to proceed to a vote? Okay, the Motion to approve the minutes. Oh wait, we haven't had a Motion yet.

Larry DiBarry: Larry will make that Motion to approve the minutes.

John Steed: I'll second.

Alan Oldfield: Okay, John Steed. Moved by Larry, seconded by John to approve the minutes from the month of January. We've already had discussion, is there any further discussion? There being no further discussion, let's take a vote.

Jack Welch: We have the set of minutes for February. Which again were sent out, everybody's got them.

Alan Oldfield: Is there a Motion to approve the February minutes?

John Steed: I'll move to approve the minutes for February.

Jack Welch: , I'll second them.

Alan Oldfield: All right, Jack second, John moves, Jack seconds. Is there discussion approval of the minutes of February? There being no discussion we will proceed to a vote. We'll start with Larry DiBarry? How do you vote on approval for the minutes of February?

Alan Oldfield: All right, everybody who votes, voted yes, no vote from (Ed.) That is the end of tonight's published agenda. Are there any other items while we have everyone together?

Okay. I have a couple of items to follow-up with everybody on tomorrow. I'll do my best and I am going to ask everyone for their questions that we would like (Clint Moran) to answer, so if you see that email tonight or tomorrow, please reply as soon as you can that way everybody else will see it, we'll put the list together, and then forward it to (Plante Moran).

Also, I'll get to work on the ad that we voted to approve for Hemmings.
Thanks everyone. Have a good evening and a good week.

Alan Oldfield: Is there a Motion to adjourn?

John Steed: I'll move to adjourn, this is John.

Roberta Vasilow: Second, Roberta.

Alan Oldfield: Roberta, and all those in favor of adjourning. All in favor of adjourning, say yes.

(Group): Yes.

Operator: We're sorry. Your conference is ending now. Please hang up.

END

BUICK CLUB OF AMERICA MOTION RESULTS

Date Published : 4/15/2019		File #: 2018-2019-17	
Motion	Approve expenses for Cornerstone staff to travel to Midwest City National Meet.		
By:	Roberta	2nd:	Larry D
Discussion notes: Expenses to include travel mileage , hotel and banquet			

VOTING	YES	NO	Abstain (ABS) / No Vote Cast (NVC)	Date Voting Opened 4/15/2109
Alan Oldfield Pres.				Date voting Closed 4/15/2019
Edward De Pouli			X	
Larry DiBarry	X			
Robert Safrit	X			
Roberta Vasilow	X			
Terry Wiegand	X			
Larry Schramm	X			
John Steed	X			
Jack Welch	X			
? -C.Judge				Judging Issues Only
Bill Stoneberg-CFO	X			Financial Issues Only

Jack Welch: Recording Secretary

BUICK CLUB OF AMERICA MOTION RESULTS

Date Published : 4/15/2019		File #: 2018-2019-19	
Motion Approve the January BOD minutes			
By:	Larry D	2nd:	John
Discussion notes:			

VOTING	YES	NO	Abstain (ABS) / No Vote Cast (NVC)	Date Voting Opened
Alan Oldfield Pres.				Date voting Closed
Edward De Pouli			X	
Larry DiBarry	X			
Robert Safrit	X			
Roberta Vasilow	X			
Terry Wiegand	X			
Larry Schramm	X			
John Steed	X			
Jack Welch	X			
? -C.Judge				Judging Issues Only
Bill Stoneberg-CFO				Financial Issues Only

Jack Welch: Recording Secretary
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BUICK CLUB OF AMERICA MOTION RESULTS

Date Published : 4/15/2019		File #: 2018-2019-18	
Motion Approve minutes for teleconference of 3/18/2019			
By:	Larry D	2nd:	John
Discussion notes:			

VOTING	YES	NO	Abstain (ABS) / No Vote Cast (NVC)	Date Voting Opened 4/15/2019
Alan Oldfield Pres.				Date voting Closed 4/15/2019
Edward De Pouli			X	
Larry DiBarry	X			
Robert Safrit	X			
Roberta Vasilow	X			
Terry Wiegand	X			
Larry Schramm	X			
John Steed	X			
Jack Welch	X			
? -C.Judge				Judging Issues Only
Bill Stoneberg-CFO				Financial Issues Only

Jack Welch: Recording Secretary
