

Revised Minutes of BCA Board of Directors Meeting, held on the 17th October 2023, via Teleconference.

In Attendance:

Elected BCA Board members who were in attendance included;

Jack Welch, Melanie Mauser, Jerry Courson, John McCarthy, Bob Starzyk, John Steed, Ricky Pirch, Bill Gorman. Absent; Sid Meyer.

Other attendees whom were present included; Chief Judge, Alan Oldfield, National Meet Committee Chairman, Marck Barker and Cornerstone Group Manager, Mark Wheeler, Bugle Editor, Pete Phillips.

Absent from this meeting was; Chapter Co-Ordinator, Roberta Vasilow and Financial Adviser Mike Meyer.

1. Secretary Report presented by John McCarthy.

The revised Minutes from the 19th September 2023, meeting have been circulated to all BCA Board members and other attendees. It was moved by Jerry Courson that the Secretary's report be accepted and seconded by Bob Starzyk. The meeting approved them 7-0.

2. Treasurer Report presented by Jerry Courson.

Jerry then made the following comments regarding his financial report and these included;

- a. That the BCA showed a loss for September of \$12,361.22 and the operations part of the balance sheet has made \$681. He is looking for ways to cut this loss down.
- b. He went onto commenting that the Club has to look at ways to cut down on what we are spending, as our income does not match the spending. With inflation, downsizing of the membership, (lost 187 members so far this year). Other examples of overspending include; the cost of sending out materials to the National Meet sponsors, where as a thank you letter probably would have done. We should cut the Bugle publications down to 11 monthly issues per year. Also, the need to cut back on printing too many extra copies. Pete Phillips commented that it cost approximately \$8 for each extra copy to be printed and then posted out.
- c. Jerry said that he would present the costs for printing and posting out the Bugle to the Bugle Advisory Committee and any other associated costs.
- d. Pete Phillips suggested that the Board increases the cost for publishing color photographs for each Bugle advertisement from \$30 to \$40 per photograph, per issue. John Steed moved a motion that starting from January 2024 the cost per

color photograph be increased from \$30 to \$40 per photograph, per issue. This was seconded by Jerry Courson and the meeting approved the motion 7-0.

- e. Alan Oldfield asked whether the revenue gained from the interest accruing from our investments was going into the BCA 's profit and loss account. Jerry Courson stated that there had been \$8200 in interest accrued this year, and it does go into the profit and loss account.
- f. He went onto say that if the National Meeting had not made a loss, would the BCA have made a profit for this year. Jerry Courson explained that the budget was scheduled to make small profit of \$600. However, there are other contributing factors which have caused a much greater loss. He has highlighted these earlier on in his report.
- g. It was moved by John McCarthy that the meeting accept the Treasurer's Report Seconded by Bill Gorman and the motion was approved by the meeting. 7-0.

Committee Reports.

3. Personnel Committee:

Melanie Mauser reported that she is still working on contracts, job descriptions and compensation.

4. Finance Committee:

Jerry Courson commented that that he had no Finance Committee report and that any issues had been previously covered in the Treasurer's report.

5. Insurance, BCA, D&O, Regions, Chapters and Divisions Committee.

There was nothing to report.

6. SOP Committee:

Bill Gorman commented that there was nothing to report.

7. Chapter Co-Ordinator report:

No report submitted for this meeting.

8. National Chief Judge Report:

- a. Alan Oldfield commented on Jerry Courson's statement regarding income vs outgoing costs and related this to the cost for trophies for judged cars.
- b. He further went onto say how important judging and awards are, given the amount of time and money people invest into preparing their cars for the annual National Meeting to have it judged.

- c. Alan further explained that it was aspirational for people to achieve a quality award and that the BCA needs to keep this principle.

9. National Meet Committee:

Marck Barker commented on the following;

- a. That he was working on how to make the National Meeting better and hosting such a meeting. Marck stated that he would welcome the Board's input here.
- b. Jack Welch commented that he had called the Bowling Green, Kentucky Convention Bureau about staging a National Meeting and they were keen to give the BCA a proposal. He went on to comment about removing the Banquet away from the Hotel as they held all the cards when it came to negotiating a better price deal. Jack Welch further commented, that we need to take first steps in servicing our needs and not those of the hotel's.
- c. Marck Barker commented that it only required a handful of BCA members and not a whole Chapter to host a National Meeting.
- d. He further went on to ask Alan Oldfield to get together with Sid Meyer and look at hosting a National meeting with the GS Club,
- e. Alan Oldfield commented that such a meeting would have to be flexible with dates in order to get the required facilities.
- f. Bob Starzyk asked about obtaining the necessary Insurance to run such a meeting.
- g. Marck Barker stated that he was now looking at finding a venue to host the 2026 National Meeting and options need to be looked at.
- h. He went on to say that the Charlotte National Business Bureau had approved a \$4000 grant for the Tarheel Chapter to host the 2025 National Meeting.
- i. Marck Barker further commented on Alan Oldfield's statement about trophy costs being related to aspirations. Marck Barker said that he could move the cost of trophies from one accounting column to another so not to affect the bottom line of what that particular meet makes. This will benefit the host Chapter.
- j. Jack Welch commented that the National Meet Committee should look at trophies and costs. Melanie Mauser was asked to supply an inventory as to what the BCA has and to look at shaving off costs, while keeping quality.

10. Membership Directory, Roster and Handbook Committee:

John Steed commented that he had nothing to report.

11. Bugle Advisory Committee:

John Steed commented that he had nothing to report.

12. Strategic Planning Committee:

- a. Jerry Courson commented that we have a Strategic Plan which we are not following and not following its associated Action Plan.
- b. He further commented that we need to have a look at it.
- c. Alan Oldfield commented that we need to bring up the Strategic Plan at each meeting and see where we are at. The Board needs to take ownership of this plan and it is not just Jerry Courson's plan.
- d. Jerry Courson said that he will send out the action plan to all Board Members.

13. Membership Growth Committee:

- a. Alan Oldfield and Melanie Mauser have done well to recruit new members at MCACN and that the new members discount is a powerful tool to attract these people to the BCA.
- b. Jerry Courson asked why the BCA doesn't cut the new member discount down from 20% to 10% at certain shows to catch new members? The Members debated that 20% was better to attract these new members.
- c. He further commented that was critical to attract new members.
- d. Jack Welch commented that we should be tracking members who don't renew their membership and find out the reasons why?
- e. He further commented about finding the reasons why people are only members for one year and this is short term vs long term?
- f. Melanie Mauser commented that the 20% savings for new members amounts to \$40, which is seen as a good deal.

14. Buick Museum Committee:

- a. Bob Starzyk commented that the Committee is moving forward to find a location.
- b. John Steed asked what is the location?
- c. Bob Starzyk commented that the 5013C is still being processed and within 5 months we will need to have decided on a location for the Museum.

15. Old Business:

Jack Welch asked about the Succession Plan.

16. New Business:

- a. Jack Welch commented that he had decided to retain a Legal Counsel to look at legal decisions at \$550 per hour.

- b. In discussions it was asked whether a lesser amount would be charged based on “projects” which could be lumped together? This was going to be looked into.
- c. Jerry Courson moved a motion to retain Randy Williams as the Legal Counsel for the BCA at \$550 per hour. A provision was included which stated that it does not have a minimum billing rate. Motion was seconded by John Steed. Approved by the meeting 8-0, (Marck Barker was eligible to vote).
- d. Discussions continued with the Members and John Steed asked why we had to do this? Marck Barker asked about National Meet contracts being reviewed and is there a minimum charge.
- e. Marck Barker asked whether the BCA will be absorbing these costs.
- f. John Steed gave his Hershey Report to the Members. He commented on; Removing the three extra spaces which are now no longer needed. The cost of tent rental has increased. Tables and chairs can now be stored at a BCA member’s place in Hershey.
- g. John Steed made a motion that the BCA makes arrangements to rent a Hershey tent for 2024. Motion was seconded by Bob Starzyk and the meeting approved it 7-0.
- h. Marck Barker commented about Jeff Schindler, (Spokane), who has many You Tube videos from the Spokane National meeting which he can download.
- i. Mark Wheeler commented that this was a good option and not expensive.
- j. Jerry Courson moved that we download the You Tube videos for BCA use. The motion was seconded by Bill Gorman and the meeting approved it 8-0 (Marck Barker is able to vote).
- k. Jeff Schindler commented that he would like permission to act as the Administrator for the You Tube videos and Alan Oldfield agreed to help and work with Jeff and Marck.

17. Meeting was adjourned:

Proposed by Jerry Courson and seconded by Bob Starzyk. All present approved, (7-0).

Next Meeting:

Tuesday 14th November 2023. 7.10pm (ET) and 6.10pm (CT).