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# Board of Directors Web Conference February 2020



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# Agenda

- Welcome
- Roll Call
- Reports
- Old Business
- New Business
- Adjourn



# Reports

- Review and approval of September BoD Meeting Minutes
- Treasurer's Report
- Website/Editor's Report
- Membership Report
- United 2020 Report
- Additional Reports as Required



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# Minutes of last meeting

<https://www.board.teae.org/2019/08/board-meeting-august-16-2019-amended/>



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# Treasurer's Report

## Rob Harter



- Observations for Calendar Year (CY) 2017-2019:
  - Balance drops every year – Approx. \$1-3K, respectively CY 17-19, dependent on various factors
    - Main factor - credit (membership) less than debit (newsletter)
    - Newsletter quality/frequency increased in CY 18
      - Approx. \$8K increase for excellent product
  - Offset by positive United (not guaranteed)
    - CY 19 - Approx. +\$7.5K
    - CY 18 - Approx. +\$6.0K
    - CY 17 - Approx. +\$0.4K



	<u>2019 - Q1</u>	<u>2019 - Q2</u>	<u>2019 - Q3</u>	<u>2019 - Q4</u>	<u>2019 YTD</u>	
BEGINNING BALANCE	20,553.25	20,697.72	20,144.77	18,200.33	20,553.25	
<u>Credits/Income</u>						
Membership Income	4,530.42	4,263.99	4,805.87	1,906.96	15,507.24	
Regalia (net)	-	-	-	-	-	
Other Income (Regional Events)	-	216.73	-	-	216.73	
Current United Registrations	-	3,769.16	16,232.02	-	20,001.18	
	<u>4,530.42</u>	<u>8,249.88</u>	<u>21,037.89</u>	<u>1,906.96</u>	<u>35,725.15</u>	
<u>Debits/Expense</u>						
Newsletter	(4,898.77)	(6,169.58)	(4,849.68)	(4,144.86)	(20,062.89)	
Club Administration	(1,984.57)	(1,031.89)	(206.48)	(211.37)	(3,434.31)	
Miscellaneous Expense	-	-	-	-	-	
Current United withdrawals	-	-	(12,255.14)	(221.25)	(12,476.39)	United
Future United withdrawals	-	-	(2,968.75)	-	(2,968.75)	7,524.79
	<u>(6,883.34)</u>	<u>(7,201.47)</u>	<u>(20,280.05)</u>	<u>(4,577.48)</u>	<u>(38,942.34)</u>	
Gain/(Loss)	(2,352.92)	1,048.41	757.84	(2,670.52)	(3,217.19)	
ENDING BOOK BALANCE	18,200.33	19,248.74	20,006.58	17,336.06	17,336.06	
Outstanding Checks	2,885.50	412.00	1,415.37	1,633.19	1,633.19	
Deposits in Transit	-	-	-	-	-	
Balance per Bank Statement	21,085.83	19,660.74	21,421.95	18,969.25	18,969.25	



# 2018 TEAE Treasurer's Report

	<u>2018 - Q1</u>	<u>2018 - Q2</u>	<u>2018 - Q3</u>	<u>2018 - Q4</u>	<u>2018 YTD</u>	
<b>BEGINNING BALANCE</b>	22,281.47	22,281.47	22,249.14	17,552.88	22,281.47	
<u>Credits/Income</u>						
Membership Income	4,006.52	4,163.65	4,137.97	4,782.10	17,090.24	
Regalia (net)	-	-	-	-	-	
Other Income (Regional Events)	450.00	-	-	-	450.00	
Current United Registrations	-	<u>1,836.53</u>	<u>18,580.11</u>	<u>595.00</u>	<u>21,011.64</u>	
	4,456.52	6,000.18	22,718.08	5,377.10	38,551.88	
<u>Debits/Expense</u>						
Newsletter	(5,421.57)	(5,086.56)	(4,793.53)	(5,145.83)	(20,447.49)	
Club Administration	(1,504.54)	(912.55)	(131.03)	(846.67)	(3,394.79)	
Miscellaneous Expense	(1,634.00)	-	-	-	(1,634.00)	
Current United withdrawals	(625.00)	(24.00)	(14,254.82)	(50.00)	(14,953.82)	United
Future United withdrawals	-	-	-	-	-	6,057.82
	(9,185.11)	(6,023.11)	(19,179.38)	(6,042.50)	(40,430.10)	
Gain/(Loss)	(4,728.59)	(22.93)	3,538.70	(665.40)	(1,878.22)	
<b>ENDING BOOK BALANCE</b>	<b>17,552.88</b>	<b>17,529.95</b>	<b>21,068.65</b>	<b>20,403.25</b>	<b>20,403.25</b>	
Outstanding Checks	2,046.42	625.00	5,378.47	150.00	150.00	
Deposits in Transit	-	-	-	-	-	
<b>Balance per Bank Statement</b>	<b>19,599.30</b>	18,154.95	26,447.12	20,553.25	20,553.25	





	<u>2017 - Q1</u>	<u>2017 - Q2</u>	<u>2017 - Q3</u>	<u>2017 - Q4</u>	<u>2017 YTD</u>	
<b>BEGINNING BALANCE</b>	23,473.17				23,473.17	
<u>Credits/Income</u>						
Membership Income	5,115.73	3,789.27	3,339.58	4,058.34	16,302.92	
Regalia (net)	189.12	279.41	165.00	-	633.53	
Other Income (Regional events)	-	421.81	-	-	421.81	
Current United Registrations	-	5,849.00	15,302.00	120.00	21,271.00	
	5,304.85	10,339.49	18,806.58	4,178.34	38,629.26	
<u>Debits/Expense</u>						
Newsletter	(2,629.00)	(4,576.00)	(1,354.57)	(3,716.51)	(12,276.08)	
Club Administration	(2,253.55)	(216.90)	(171.92)	(600.54)	(3,242.91)	
Miscellaneous Expense	-	-	-	-	-	
Current United withdrawals	-	(548.46)	(20,303.51)	-	(20,851.97)	United
Future United withdrawals	-	(3,000.00)	-	(450.00)	(3,450.00)	419.03
	(4,882.55)	(8,341.36)	(21,830.00)	(4,767.05)	(39,820.96)	
Gain/(Loss)	422.30	1,998.13	(3,023.42)	(588.71)	(1,191.70)	
<b>ENDING BOOK BALANCE</b>	<b>23,895.47</b>	<b>25,893.60</b>	<b>22,870.18</b>	<b>22,281.47</b>	<b>22,281.47</b>	
Outstanding Checks	-	-	-	-	12,145.78	
Deposits in Transit	-	-	-	-	-	
<b>Balance per Bank Statement</b>	<b>23,895.47</b>	25,893.60	22,870.18	22,281.47	34,427.25	

Stanton United



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# Editor's Report Kerch McConlogue



# Rootes Review

- We send about 350 printed copies each month.
- In 2019:
  - 8 Issues were 16 pages
  - 2 were 24 pages
  - 2 were 20 pages
- We continue to look for **Member Spotlights, favorite tools, magazines and tech tips.**



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# Website Report Kerch McConlogue

**If you there is ANYTHING  
you can't do** that you think you should be  
able to do, **PLEASE TELL ME!**  
**YOU WILL NOT HURT MY FEELINGS!**



## How are people viewing the site

- 55% desktop
- 45% some hand-held device
  - 32% mobile + 13% tablet
- Visitors
  - About 1200 visitors/month
  - Around 50/day
- Members
  - 547 Members registered on the site
  - 24 Forum only (they joined since the August site change)
  - 238 Active
    - (as in have signed in at least one time)
  - 285 Never logged in.



# Facebook

(started July 19, 2018)

- TEAE Facebook page has 366 members
  - Up 7% in the last 28 days
- 489 posts, comments and reactions up 22% in the last 28 days (21 posts)
- Top post was Jim's announcement about the United. Seen by 270 with 29 comments and 6 shares
- Jim is inviting new members there who are not club members to join



- Visited but not really used  
8609 visits since August 15
- 2350 published topics  
27 new topics since Aug 15  
20 replies to those topics
- Total 8592 replies to topics (40 replies since Aug 15)
- ZERO activity on the board section in a year



## Board Website

- Board forum was moved to this new site:  
board.teae.org
- Minutes that existed in the old Forum are linked here:  
<https://www.board.teae.org/category/board-minutes/>
- Meeting minutes will be posted there. As will results of any between meeting votes.
- Emails will be sent automatically when any new content is added.
- No login required. But your name and email are required to comment.





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# Membership Report

## Joe McConlogue



- Current membership.....518
- Members expiring 12/31/19..... 69
- Canadian Members expiring 12/31/19..... 65
- International Members (total)..... 48
- New members 2020 to date..... 1
- Auto Renewals (applies to one-year dues only)..... 20
- Forum Only members ..... 23
- Dues / Newsletter Selections:
  - Printed.....362 (70%)
  - Electronic.....155 (30%)



## Membership

- Remained around 500 for last several years
- Retained about 30% of Canadian members
- Recommendations
  - Periodic pitches for membership on Facebook page
  - Regional outreach to younger potential members
  - Potential merger with other Rootes club or clubs
  - Other ideas?
    - Print up more trifolds
    - Get a (good) story printed in car publications

## Dues Income vs. Newsletter Cost

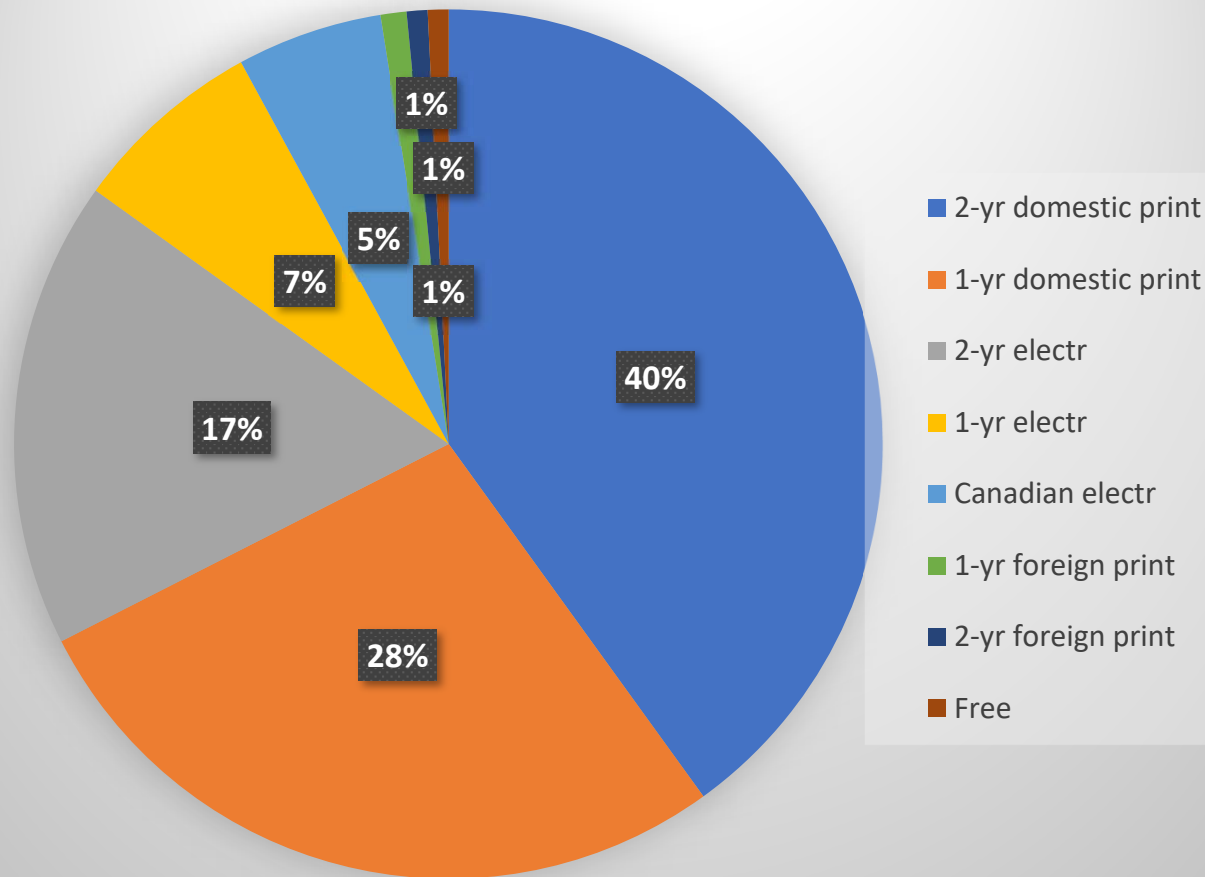
Dues barely cover newsletter cost:

	Dues	Newsletter	Delta
2019	\$ 15.5	\$ 20.1	\$ (4.6)
2018	\$ 17.1	\$ 20.4	\$ (3.4)
2017	\$ 16.3	\$ 12.3	\$ 4.0

Consider:

- Paid advertisements in the *RootesReview*
- Paid advertisements on the club website
- Other revenue ideas?
  - Eliminate 2 year dues option (~\$1,200)
  - Regalia
  - Regional events

# Dues/Newsletter Selection



## Printing & Mailing Costs

	printing	postage	
		US	Intl
12-page newsletter	\$ 895	\$ 0.60	\$ 5.00
16-page newsletter	\$ 1,065	\$ 0.65	\$ 5.50

## Individual Subscription Annual Costs

	12 pgs	16 pgs	1 yr dues
1 Year US	\$ 37	\$ 43	\$39
1 Year Intl	\$ 90	\$ 101	\$42



**Printed Newsletters**

	<b>Annual Net Income / (Loss)</b>
Free	<b>(\$43.10)</b>
1-yr domestic	<b>(\$5.02)</b>
2-yr domestic	<b>(\$9.34)</b>
1-yr foreign	<b>(\$60.69)</b>
2-yr foreign	<b>(\$66.07)</b>

**Electronic Newsletters**

Canadian	\$24.00
1-yr	\$32.84
2-yr	\$29.34



# Newsletter Cost vs. Revenue





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# United Report

2020

Jim Lindner



# 2020 United 39 Budget

NC tax rate: 6.75%

Expenses	Cost ea	Target #	Cost	Tax	Total
United dash plaques	\$1	125	\$125		<b>\$125</b>
Trophies	\$35	30	\$1,050		<b>\$1,050</b>
Badge Holders	\$1	125	\$125		<b>\$125</b>
Memento (Umbrella)	\$10	50			<b>\$500</b>
Banquet	\$45	125	\$5,625		<b>\$5,625</b>
Cash Bar--2 for 2 hrs			\$100	\$7	<b>\$107</b>
Hospitality					<b>\$2,500</b>
Petty Museum Tour	\$10	100			<b>\$1,000</b>
Friday Lunch @ Macs	\$17	100			<b>\$1,700</b>
Concours Lunch	\$33	125	\$4,125		<b>\$4,125</b>
NC Transport Museum	\$10	40			<b>\$400</b>
Autocross	\$70	15			<b>\$1,050</b>
T shirts	\$18	35			<b>\$630</b>
Golf Shirts	\$22	35			<b>\$770</b>
Registration PayPal Fees			\$575		<b>\$575</b>
Administrative Supplies			\$200		<b>\$200</b>
Contingency					<b>\$500</b>
Total Budget Expenses					<b>\$20,982</b>
<b>Income</b>					
Registration-Single	\$175	25			\$4,375
Registration-Couple	\$325	50			\$16,250
Hagerty Sponsorship					\$500
T shirts	\$20	35			\$700
golf shirts	\$30	35			\$1,050
Autocross	\$70	15			\$1,050
Total Income					\$23,925
Total Expenses					<b>\$20,982</b>
Net					<b>\$2,943</b>

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# Old Business

- SUNI 2021 Update
- Income vs. Expenses



- Approximately \$21 K in SUNI funds acquired from previous SUNI organizer. CAT new custodian. \$\$\$ maintained in separate SUNI account.
- Little or no cost to clubs to stage SUNI events.
- Claudia Trippel has volunteered to be SUNI 2021 Chair.
- Lake of the Ozarks, MO has no autocross facility. So that location is out
- Leading Replacement Prospects
  - Kansas City, MO
  - Independence, MO
  - Topeka, KS
  - Branson, MO



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# Income vs Expenses

- Analysis (3 years)
- Generating revenue
  - Received several hundred dollars from Hagerty to sponsor Concours lunch at United. How do we duplicate this?
  - Advertising in Rootes Review
  - United should be profit making event
  - Raising or restructuring dues? (Joe)
- Cutting Expenses



## 3 Year Financial Comparison

	<u>2017</u>	<u>2018</u>	<u>2019</u>
BEGINNING BALANCE	\$23,473	\$22,281	\$20,553
<b>Credits/Income</b>			
Membership Income	\$16,303	\$17,090	\$15,507
Regalia (net)	\$634	-	-
Other Income (Regional Events)	\$422	\$450	\$217
Current United Registrations	\$21,271	\$21,012	\$20,001
	\$38,629	\$38,552	\$35,725
<b>Debits/Expense</b>			
Newsletter	(\$12,276)	(\$20,447)	(\$20,063)
Club Administration	(\$3,243)	(\$3,395)	(\$3,434)
Miscellaneous Expense	-	(\$1,634)	-
Current United withdrawals	(\$20,852)	(\$14,954)	(\$12,476)
Future United withdrawals	(\$3,450)	-	(\$2,969)
	(\$39,821)	(\$40,430)	(\$38,942)
<b>Gain/(Loss)</b>	<b>(\$1,192)</b>	<b>(\$1,878)</b>	<b>(\$3,217)</b>
ENDING BOOK BALANCE	\$22,281	\$20,403	\$17,336
Outstanding Checks	\$12,146	\$150	\$1,633
Deposits in Transit	-	-	-
Balance per Bank Statement	\$34,427	\$20,553	\$18,969
United Net	\$419	\$6,058	\$7,524



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Additional Reports  
Keep reports to 2 minutes



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# New Business

- New Regional Reps
- Amendments to Bylaws
- New Preservation Class





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## Regional Reps

Agreed to be Reps. Need BOD approval

- Ron Stein: Lake Ontario Region.
- Clark Vergazo: North Central Florida
- Steve Murphy: Motor City
- Inquiry is out to  
Dave and Carrie Kulasa for Erie Region



# Amendments to Bylaws

Read ahead draft forwarded for your review.

Primary focus:

- Clearer election procedures
- Addition of the webmaster as an appointed officer and outlining that job
- Requiring fewer members to propose a region
- Eliminate the need to mail newsletters to people who didn't renew in time.
- <https://www.board.teae.org/2020/02/proposed-bylaws-changes/>



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# Preservation Class

- Still trying to develop a suitable award for UNRESTORED cars
- Several drafts have been distributed and the comments received incorporated. Latest draft sent for your review.
- Key Points
  - Open to all models
  - Judging for Originality ONLY
  - Judging is against a standard...NOT other cars
  - Awards are perennial...bumper badge



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Until Next Time ...

