

**Tigers East/Alpines East  
Board of Directors  
Annual Web Conference  
July 30, 2022**



# Agenda

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

# Reports

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

# Treasurer's Report

## Rob Harter



# 2022 Balance Sheet

<b>Tigers East Alpines East - 2022 Treasurer's Report</b>						
	<u>2022 - Q1</u>	<u>2022 - Q2</u>	<u>2022 - Q3</u>	<u>2022 - Q4</u>	<u>2022 YTD</u>	
<b>BEGINNING BALANCE</b>	19,068.68	23,024.29	23,636.78	27,700.44	19,068.68	
<u>Credits/Income</u>						
Membership Income	7,907.56	2,279.50	-	-	10,187.06	
Regalia (net)	-	424.92	-	-	424.92	
Other Income (Regional Events)	3,699.89	-	-	-	3,699.89	
Current United Registrations	-	5,974.46	3,115.33	-	9,089.79	
	11,607.45	8,678.88	3,115.33	-	23,401.66	
<u>Debits/Expense</u>						
Newsletter	(2,282.10)	(4,073.14)	-	-	(6,355.24)	
Club Administration	(693.59)	(2,515.12)	-	-	(3,208.71)	
Miscellaneous Expense	-	-	-	-	-	
Current United withdrawals	-	1,439.08	-	-	1,439.08	
Future United withdrawals	-	-	-	-	-	
	(2,975.69)	(5,149.18)	-	-	(8,124.87)	
Gain/(Loss)	8,631.76	3,529.70	3,115.33	-	15,276.79	
<b>ENDING BOOK BALANCE</b>	<b>27,700.44</b>	<b>31,230.14</b>	<b>34,345.47</b>	<b>34,345.47</b>	<b>34,345.47</b>	
Outstanding Checks	-	4,271.92	-	-	-	
Deposits in Transit	-	-	-	-	-	
<b>Balance per Bank Statement</b>	<b>27,700.44</b>	35,502.06	34,345.47	34,345.47	34,345.47	

# Membership Report

## Joe McConlogue



# Membership Breakdown

- **517 members**
  - In last 12 months:
    - 44 new members joined
    - 48 memberships lapsed
- **Newsletter selection**
  - 206 electronic (39.8%) (down about 1/2%)
  - 311 printed (60.8%) (up about 1/2%)
- **Dues payment**
  - 185 pay by check (36%)
  - 332 pay by credit card (64%)
    - 237 by PayPal and 95 by Stripe

# Membership Income

Membership Category	Members	Dues	Extension \$US (excl fees)	Check Net	PayPal Net	Stripe Net	Checks Pct	PayPal Pct	Stripe Pct	Checks	Paypal	Stripe
Lifetime	3	\$ -	0									
Canadian Electronic	29	C\$ 35.00	\$ 781.55	\$ 26.95	\$ 25.06	\$ 26.05	4%	35%	62%	\$ 30.09	\$ 251.60	\$ 464.90
Electronic	177	\$ 35.00	\$ 6,195.00	\$ 35.00	\$ 33.29	\$ 33.68	17%	60%	23%	\$ 1,071.12	\$ 3,544.24	\$ 1,344.88
Printed (US)	299	\$ 45.00	\$ 13,455.00	\$ 45.00	\$ 42.94	\$ 43.39	51%	39%	11%	\$ 6,817.65	\$ 4,964.86	\$ 1,384.28
Printed (Intl)	9	\$ 54.00	\$ 486.00	\$ 54.00	\$ 50.82	\$ 52.13	25%	50%	25%	\$ 121.50	\$ 228.69	\$ 117.29
Totals	517		\$ 20,917.55							\$ 8,040.35	\$ 8,989.39	\$ 3,311.36
	Theoretical annual dues		\$ 20,917.55						Annual dues Income		\$ 20,341.11	
Notes:												
1	Income is split \$6.7K electronic, \$13.6K printed.											
2	Membership count as of July 10,2022.											
3	Income from Canadian payments varies with the exchange rate.											
4	Percentages for payment mechanisms based on the last 12 months of dues payments (7/10/21-7/11/22).											
5	We pay about \$575 annually to take credit card payments, about 3% of our dues income.											
6	Although fees with Stripe are lower if all credit card payments were through Stripe our income would only increase about \$100.											
7	Actual dues receipts will also vary with fluctuations in memberships.											



# Misc Data

- Last 2 TEAE banners sold at BASH: TEAE nets \$200
- 174 members (34%) use auto-renewal (up 3%)
- 21 members (4%) with no email address (down 2)
- Motor City has no regional rep

# Editor/Webmaster Report

## Kerch McConlogue



# Rootes Review

Month	No. of Pages	Monthly Cost
Jan 2022	12	\$1194*
Feb 2022	12	\$1087
Mar 2022	12	\$1177*
April 2022	12	\$1177*
May/June 2022	32	\$1718
Jul 2022	16	\$1535
Aug 2021	16	\$1444
Sept 21	16	\$1444
Oct 21	16	\$1444
Nov 21	20	\$1648
Dec 21	12	\$1104
Total cost of "this" year		\$14,454
Avg. cost/issue		\$1,314

\* First class mailing

Average # pages "this year"	16
estimated cost for 16 pages	\$ 1,314
Annual cost for 12 issues	\$ 15,768
Profit???	\$232

Average # pages "this year"	16
estimated cost for 16 pages	\$ 1,500
Annual cost for 12 issues	\$ 18,000
estimated cost for 32 pages	\$ 1,718
Annual cost for 6 issues	\$ 10,308

***This assumes MONTHLY publication and bi-monthly printing***

Membership income approx.	\$16,000
Printing bi-monthly	\$10,308
PROFIT!!	\$5,692

# No progress on Advertising

Sent one ad packet to  
[vintageimportsinc.com](http://vintageimportsinc.com)

# Website

- Nothing to report
- Something happened and the tracking code was disconnected

# Facebook

	As of 2/1 21	As of 7/27/21	As of 2/1/22	As of 7/19/22
Total Facebook Membership	602	663	889	1038

## In the last 60 days

Monday is most popular day but not by much

Busiest time of day: 10 am

Posts	Comments	Reactions	IEWS
80	679	1768	23013

# Additional Reports

## Keep reports to 2 minutes



# Old Business

- United 39 Update
- Donation to Rootes Archive



# United 39 Update (as of 7/25)

- Total Registrations:
  - 65 people
  - 36 cars
  - 3 single day
- Autocross - 7 participants to date. Event tentative pending permission to use the parking lot.
- Concours – 30 cars judged. Chief Judge: Joe Parlanti.
- Driving Tours – Friday: 61 people, Saturday: 47
- Banquet - 43 people confirmed.
- Talk Sessions - Not technical. Bert Wietzes: to talk about experiences as a Rootes dealer. Peter Badenoch: experiences as a Rootes engineer and Alan Weller to discuss his racing Alpine.
- TEAE Board meeting and Annual General Meeting scheduled.
- TAC - 14 requests

# Donation to Rootes Archive

- Solicitation from Rootes Archive back in Jan
- Board voted to postpone decision on any donation pending budget developments
- Do we want to make a donation this year?
- Discussion/Motion/Vote

# New Business

- 2022 Elections
- United 40 (2023)
- Looking Forward
- Three Year Business Committee

# 2022 Elections

## All Officers due for election

Pres and Secretary are allowed one more year, VP has two  
Treasurer has exceeded his term limit

Are eligible incumbents willing to run again?

Nominations for Secretary, VP and Treasurer

Motion to nominate/second Officer candidates

## Board members due for election: Sy, Barb and Dave

Are these board members willing to run again?

Motion to nominate/Second

## Way forward for elections

August email to membership soliciting nominations

Solicit nominations in Sep and Oct Rootes Review

Solicit nominations at General Membership Meeting

Ballot published November

Election closes December 15th

# United 40 (2023)

- Venue: Bowling Green, KY
- Dates: Sep 14-17, 2023 (Sep 7-10 Alternate)
- Host Hotel: Holiday Inn University Plaza
  - Room Rate \$129 incl breakfast. Guaranteed room block=60 rooms/night (240 room nights). 3 days Early arrival/Late departure OK
  - Hosp, Parts, meeting rooms available (\$1K for weekend)
  - Banquet hall free with \$3,500 F&B minimum
  - Catering menu prices very reasonable (est. \$35-40 p/p)
  - More than adequate parking for cars and trailers
  - \$250 rebate for every 25 room nights above 80% of room guarantee (192). If we got usual turn-out it would cover cost at least half the cost of the public rooms

# United 40 (2023)

- Planned Activities
  - Thursday: Track time at National Corvette Museum MotorSports Park
  - Friday: Scenic AM drive followed by Mammoth Cave and National Corvette Museum (NCM) Tours
  - Saturday: Concours: Venue TBD. Visitors Bureau working to identify locations
  - Sunday:
    - Autocross: NCM MotorSports Park...Piggyback on KYSCCA event or run our own
    - Kart Racing
- Site visit to Bowling Green 10-12 Aug...Pending Board approval

# United 40 (2023) Budget Estimate

Budget Estimate UNITED 40					
				KY. Tax = 6.00%	
	Cost ea	Target #	Cost	Tax/Ship	Total Exp
United dash plaques	\$1.49	70	\$104.30	\$20.00	\$124.30
Trophies	\$35.00	30	\$1,050.00		\$1,050.00
Badge Holders	\$1.00	150	\$150.00		\$150.00
Event Memento-Unbrella	\$11.00	60		\$50.00	\$710.00
Banquet	\$35.00	125	\$4,375.00	\$263.00	\$4,638.00
Banquet Svc Chg			\$1,093.00		\$1,093.00
Banquet Cash Bar--2 for 2 hrs			\$100.00	\$6.00	\$106.00
Hosp, Parts, Meeting Rooms			\$500.00		\$500.00
Hosptality Beverages					\$2,000.00
Mammoth Cave Tour	16	100		\$96.00	1,600.00
Mammoth Cave Lunch	20	100	2000	\$120.00	2,120.00
Autocross	\$3,000	20	\$3,000.00	\$180.00	\$3,180.00
Kart Track Rental	\$1,500	30	\$1,500.00	\$90.00	\$1,590.00
Sunday Box Lunch	\$15	125	\$1,875.00	\$120.00	\$1,875.00
T shirts	\$17	40			\$680.00
Golf Shirts	\$23	40			\$920.00
Registration PayPal Fees			\$660		660.00
Administrative Supplies			\$200		100.00
Contingency					300.00
<b>Total Budget Expenses</b>				\$0.00	\$23,396.30

Registration-Single	\$185.00	25			\$4,625.00
Registration-Couple	\$350.00	50			\$17,500.00
T shirts	\$20.00	40			\$800.00
golf shirts	\$30.00	40			\$1,200.00
Autocross	\$60.00	20			\$1,200.00
Cart Race	\$60.00	30			\$1,800.00
<b>Total Income</b>					<b>\$27,125.00</b>
<b>Total Expenses</b>					<b>\$23,396.30</b>
<b>Total Budget Surplus/Deficit</b>					<b>\$3,728.70</b>

# Looking Forward

- United 41 (2024):
  - Robert Jaarsma proposed a New England United for 2023, but after Wisconsin and Canada, we really needed a more central location that favored the south.
  - Robert reports that West Lebanon, NH has everything we need and he has done preliminary research
  - Recommend for 2024
  - Discussion
- SUNI 2026
  - Buck Trippel received query about a SUNI 2026
  - Buck contacted clubs to see if anybody is willing to take lead
  - Do we have any interest in taking lead?
    - Taking lead would give let us leverage in selecting site more advantageous to east coast



# Three Year Business Committe

- Tiger Tom Proposes that the club form a Three Year Business Plan Committee
- Discussion

# Wrap Up

- Any other items to Discuss?
- Motion to Adjourn

# **Backup Slides**

# 2021 Balance Sheet

Tigers East Alpines East - 2021 Treasurer's Report						
	<u>2021 - Q1</u>	<u>2021 - Q2</u>	<u>2021 - Q3</u>	<u>2021 - Q4</u>	<u>2021 YTD</u>	
<b>BEGINNING BALANCE</b>	17,988.19				17,988.19	
<u>Credits/Income</u>						
Membership Income	1,974.00	4,477.20	4,410.64	5,068.88	15,930.72	
Regalia (net)	-	-	-	130.00	130.00	
Other Income (Regional events)	-	-	-	-	-	
Current United Registrations	-	-	-	3,699.89	3,699.89	
	<u>1,974.00</u>	<u>4,477.20</u>	<u>4,410.64</u>	<u>8,898.77</u>	<u>19,760.61</u>	
<u>Debits/Expense</u>						
Newsletter	(3,520.48)	(4,418.14)	(4,330.38)	(4,410.39)	(16,679.39)	
Club Administration	(1,219.33)	(251.21)	(106.80)	(423.39)	(2,000.73)	
Miscellaneous Expense	-	-	-	-	-	
Current United withdrawals	-	-	-	-	-	
Future United withdrawals	-	-	-	-	-	
	<u>(4,739.81)</u>	<u>(4,669.35)</u>	<u>(4,437.18)</u>	<u>(4,833.78)</u>	<u>(18,680.12)</u>	
Gain/(Loss)	<u>(2,765.81)</u>	<u>(192.15)</u>	<u>(26.54)</u>	<u>4,064.99</u>	<u>1,080.49</u>	
<b>ENDING BOOK BALANCE</b>	<b>15,222.38</b>	<b>15,030.23</b>	<b>15,003.69</b>	<b>19,068.68</b>	<b>19,068.68</b>	
Outstanding Checks	-	-	-	-	-	
Deposits in Transit	-	-	-	-	-	
<b>Balance per Bank Statement</b>	<b>17,778.13</b>	15,092.49	17,938.25	15,974.30		

# 2020 Balance Sheet

Tigers East Alpines East - 2020 Treasurer's Report						
	<u>2020 - Q1</u>	<u>2020 - Q2</u>	<u>2020 - Q3</u>	<u>2020 - Q4</u>	<u>2020 YTD</u>	
<b>BEGINNING BALANCE</b>	19,234.42	20,358.35	19,956.54	19,646.13	19,234.42	
<u>Credits/Income</u>						
Membership Income	4,951.65	2,638.61	2,733.37	-	10,323.63	
Regalia (net)	-	-	-	-	-	
Other Income (Regional Events)	-	-	-	-	-	
Current United Registrations	<u>1,085.65</u>	<u>(1,151.66)</u>	<u>2,968.74</u>	<u>-</u>	<u>2,902.73</u>	
	6,037.30	1,486.95	5,702.11	-	13,226.36	
<u>Debits/Expense</u>						
Newsletter	(3,820.85)	(3,738.10)	(2,820.85)	-	(10,379.80)	
Club Administration	(1,930.89)	(194.72)	(91.11)	-	(2,216.72)	
Miscellaneous Expense	-	-	-	-	-	
Current United withdrawals	126.15	-	-	-	126.15	
Future United withdrawals	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	
	(5,625.59)	(3,932.82)	(2,911.96)	-	(12,470.37)	
Gain/(Loss)	411.71	(2,445.87)	<u>2,790.15</u>	-	755.99	
<b>ENDING BOOK BALANCE</b>	<b>19,646.13</b>	<b>17,200.26</b>	<b>19,990.41</b>	<b>19,990.41</b>	<b>19,990.41</b>	
Outstanding Checks	-	-	-	-	-	
Deposits in Transit	-	-	-	-	-	
<b>Balance per Bank Statement</b>	<b>19,646.13</b>	17,200.26	19,990.41	19,990.41	19,990.41	

# 2019 Balance Sheet

Tigers East Alpines East - 2019 Treasurer's Report						
	<u>2019 - Q1</u>	<u>2019 - Q2</u>	<u>2019 - Q3</u>	<u>2019 - Q4</u>	<u>2019 YTD</u>	
<b>BEGINNING BALANCE</b>	20,403.25	20,697.72	20,144.77	18,200.33	20,403.25	
<u>Credits/Income</u>						
Membership Income	4,680.42	4,263.99	4,805.87	2,231.02	15,981.30	
Regalia (net)	-	-	-	-	-	
Other Income (Regional Events)	-	216.73	-	-	216.73	
Current United Registrations	-	3,769.16	16,232.02	-	20,001.18	
	<u>4,680.42</u>	<u>8,249.88</u>	<u>21,037.89</u>	<u>2,231.02</u>	<u>36,199.21</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)	
Future United withdrawals	-	-	(2,968.75)	-	(2,968.75)	
	<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)	<u>(2,202.92)</u>	<u>1,048.41</u>	<u>757.84</u>	<u>(2,346.46)</u>	<u>(2,743.13)</u>	
<b>ENDING BOOK BALANCE</b>	<b>18,200.33</b>	<b>19,248.74</b>	<b>20,006.58</b>	<b>17,660.12</b>	<b>17,660.12</b>	
Outstanding Checks	-	-	-	-	-	
Deposits in Transit	-	-	-	-	-	
<b>Balance per Bank Statement</b>	<b>18,200.33</b>	<b>19,248.74</b>	<b>20,006.58</b>	<b>17,660.12</b>	<b>17,660.12</b>	

# 2018 Balance Sheet

Tigers East Alpines East - 2018 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>	<b>22,281.47</b>	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	-	1,836.53	18,580.11	595.00	21,011.64	
	<u>4,456.52</u>	<u>6,000.18</u>	<u>22,718.08</u>	<u>5,377.10</u>	<u>38,551.88</u>	
<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)	
Future United withdrawals	-	-	-	-	-	
	<u>(9,185.11)</u>	<u>(6,023.11)</u>	<u>(19,179.38)</u>	<u>(6,042.50)</u>	<u>(40,430.10)</u>	
Gain/(Loss)	<u>(4,728.59)</u>	<u>(22.93)</u>	<u>3,538.70</u>	<u>(665.40)</u>	<u>(1,878.22)</u>	
<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	-	-	-	-	-	
Deposits in Transit	-	-	-	-	-	
<b>Balance per Bank Statement</b>	<b>17,552.88</b>	17,529.95	21,068.65	20,403.25	20,403.25	

# Annual Profit/Loss Comparison

- 2021 - **\$1,080.49** (would be roughly **(\$2,619.40)** without SUNI profit)
- 2020 - **\$328.07** (would be roughly **(\$2,640.67)** if we didn't get United refund or United financials)
- 2019 – **(\$2,743.13)**
- 2018 – **(\$1,878.22)**

Negative Trend based on Membership vs. Newsletter,  
but Newsletter is “The Quality Product” wanted by all  
Members