

MINUTES OF THE NATIONAL BOARD OF DIRECTORS MEETING OF THE
MUSTANG CLUB OF AMERICA

March 10, 2007

Alan Vigil Ford

Morrow, GA

The meeting was called to order by President Bill Johnson at 09:44 am.

President's Welcome. Bill Johnson related that Joe Odine recently had knee surgery, and wished him well in his recovery. The President welcomed new BOD member Julia Trone. Randy Jacobson will be Secretary pro tem for this meeting.

Roll call was taken and all requirements for a quorum were met as follows:

Ron Bramlett
Beverly Bragg
Lark Bragg
Rodney Brown
Elizabeth Cofer
Stan Edington
Charles Hampton
Ed Hockaday
Randy Jacobson
Bill Johnson
Kay Kleschka
Tom Kleschka
Steve McCarley
Jim McFarland
Steve Prewitt
Wally Short
Jim Silverman
Julia Trone
Arley Whitsell
Wanda Whitsell

Two Regional Directors were in attendance: Bob Taylor of the Foothill Regional Club, and Sharon McFarland of the Tennessee Valley Mustang Club. Roberta Silverman was present as a guest.

Executive Committee Report: President Bill Johnson reported the following significant developments:

1. The MCA web site proposal, pre-approved by the BOD for the Executive Committee to award if the revised proposal was accepted, was awarded to Red 5 Interactive.
2. A new insurance package was presented to the Executive Committee for consideration.

3. Contracts for the MCA Office Manager and Accessories Vendor were signed.
4. Membership statistics as of February are as follows: 11,617 members, with a 392 gain for year to date. 449 of 656 renewals were made in February (68.4%), and 277 new members in February. 207 members either expired or cancelled. There are 9 Military Liaisons in place, recruiting 21 new members.
5. A revised Judging Team Travel Policy was reported by Wally Short, and was distributed to all National and Assistant National Head Judges.

The Meeting broke into individual Committee meetings at 1105 am, extending through lunch.

The Board Meeting reconvened at 100 pm.

Approval of Minutes. Several corrections to the January minutes were forwarded. The number of new memberships in 2006 should be 2,017, and not 2,019. The Internet Web Site proposal costs are \$55,400, not \$45,000. The financial loss for 2006 is \$96,602, not \$37,461. The minutes should note that the 2007 MCA Budget was submitted in January. The Membership Committee reported amount raised should be \$8,363, not \$12,606. The three web site proposal firms are Red 5 Interactive, ICGLink, and Team SCP. The January minutes were accepted with these changes.

Treasurer Report. A new policy will be instituted effective April 1, 2007, whereby all accounts will be submitted to the MCA Office, a copy will be sent to the Treasurer with a coupon attached to the invoice, and stored at the MCA Office. Historical financial files were retrieved for storage at the MCA Office. Bill Johnson submitted a motion that the Administrative Committee consider the scanning of historical financial documents. The motion was accepted. Arley Whitsell and Kay Kleschka report on revenue and expenses to date, and a revised 2007 budget was submitted. Projected loss for 2007 is \$108,273.

May National Board of Directors Meeting Time/Place. Steve McCarley stated that the proposed site, Flat Rock, MI factory plant is closed on Saturday, so consideration was given to moving the May meeting to Friday, May 11, with a plant tour that afternoon and a visit to the Ford Museum on Saturday. Rodney Brown made a motion to hold the May 12 meeting at Alan Vigil Ford, and was accepted.

Publisher's Report. Austin Craig submitted a written report, which was read to the Board.

Marketing Report. Austin Craig submitted a written report, which was read to the Board.

MCA Sponsors. Steve McCarley reported that BFGoodrich will provide a set of tires for each National Show. Parish Heacock has donated \$12,000 to MCA as a Corporate Sponsor. Quaker State has dropped their sponsorship. Steve McCarley reported that there is a new marketing manager at Ford for Mustangs, replacing Jim Owens. MCA is

currently pursuing a \$60,000 sponsorship donation from Ford, plus another donation separately for the Mustang 45th Annivesary.

Administrative Committee: Steve Prewitt reported that the Office Manager and Accessories Vendor contracts have been signed. MCA will perform a spot inventory of Vendor Accessories before and after each show. The Office Manager salary will be the same as 2006.

By-Laws Committee: Lark Bragg reported on a request to research instituting a requirement that all Regional Clubs elect their Regional Directors. A random sampling of a few clubs by Jim Keenan and Lark Bragg indicated that almost all clubs ask for volunteers or appoint their Regional Directors. Instituting elections appears to hamper members running for Regional Directors.

Club Charter Committee: Jim McFarland reported that seven clubs requested information on becoming MCA Chartered Clubs. Two clubs, the Mustangs of Burlington, NC, and Twisted Stallions, Wilson, NC submitted applications for Club Charters, but they have not yet been reviewed. The Wildhorse Mustang Club of Lumberton Texas submitted an application for MCA Regional Club Charter. Their territory significantly infringes on an existing territory of the Southeast Texas Mustang club. A motion was made to deny a charter to Wildhorse, and it was unanimously approved. The Mustang Club of Orange County, NY submitted an application, and there are no territory disputes. Motion was made to accept their Charter application, and was approved. The Central Missouri Mustang and Ford Club of Jefferson City, MO requested to be chartered, and there are no territorial disputes. A motion was made to accept their application for charter, which was approved.

Driving Events. Jim Silverman reported that three events are presently approved, with another event under consideration. The Committee is considering the notion of holding a multi-dimensional show at the same location every year. MCA needs to have more visibility at Driving Events than in the past.

Ford/Other Club Liaison: Arley Whitsell submitted a report indicating seven events that MCA will participate in and show a significant presence. These include:

- Silver Springs, FL Jan. 6-7
- Knotts Fabulous Ford Forever, April 22
- Mustangs Plus April Display Show, Stockton, CA April 28
- Super Stang Fest, Daytona, FL June 9
- Mid-America Shelby Meet, Tulsa, OK June 14-17
- Old Dominion Fun Ford Weekend, Richmond, VA. June 22-24
- Woodward Dream Cruise, Ferndale, MI August 17-18

History Randy Jacobson reported nothing significant to report.

Internet Committee: Randy Jacobson gave a brief overview of the new features expected on the new web site, which should be in place mid-Summer. Randy Jacobson also discussed a possible policy for publishing web links on the MCA web site for Corporate Sponsors, businesses, and non-profit sites. Rodney Brown made a motion that this policy be adopted as an interim policy, pending comparison and incorporation of any existing policies that might exist. The motion was accepted. Bill Johnson reported that Randy Jacobson and Charles Turner will be points of contact with Red 5 Interactive for web site development.

Insurance Committee: Lark Bragg reported that MCA has a new general liability coverage carrier (Parish Heacock). The new carrier will provide primary event coverage (\$14,206.49) and excess liability up to \$5 million (\$5,479.60). MCA is now covered for 137 static and 10 moving events for 2007. Moving events are now covered for a cost of \$2,900.00. A motion was made to accept this coverage, and it was accepted. Also available from Parish Heacock is general liability coverage for the MCA Regional Clubs, covering their meeting locations, cruise-ins, etc. The cost is \$300 minimum, or \$3.50 per person, and coverage is up to \$1 million. Jim Keenan will contact all Regional Directors to inform all Regional Clubs of this new coverage. Further, insurance to cover Directors and Officers of all Regional Clubs will be made available, and the cost is dependent upon the size and net worth of each club. This coverage will be available next year.

Judging Committee. Wally Short reviewed the finalized selection of current National and Assistant National Head Judges. The MCA rulebooks have largely been finalized, including improving consistently between Shelby and Mustang rules. A new definition of Restomod are in the MCA Rules, and a new award, the “Pinnacle” award will be given for six modified classes at the Grand National.

Long-Range Committee: Laurie Slawson in written correspondence that there was nothing significant to report.

Membership Committee. Joe Horne submitted a written report, which was reported in the Executive Committee Report.

Nominations and Hall of Fame. Jim Silverman stated that there was nothing significant to report.

National Show Committee. Laurie Slawson submitted a written report stating that the Northern Utah Mustang Owners Association has agreed to host the Grant National for 2008. One application is in hand for 2009, and inquiries from other clubs have been received.

Special Events and Annual Meeting. Steve McCarley briefly discussed the possibility of the 45th Mustang Anniversary show which might be located in Indianapolis.

Brainstorming Session. Bill Johnson concluded the Board Meeting with some general comments. His biggest concern is budgetary: where is our income? Is it from

advertising? MCA needs to increase its revenue while reducing its expenditures. The latter is becoming harder and harder to pursue. The 45th Anniversary is 24 months away, and work on that must begin now.

The meeting was adjourned at 4:45 pm after a motion was made to adjourn by Bill Johnson, which was approved by all.

Prepared by: Randy Jacobson, Secretary pro tem.