

MINUTES

For the meeting of the BMWOR Board to be held as a Zoom Meeting on Sunday 24th May 2019 from 7-00pm

Present: Garry Williams, Robin Wood, Chris Souness, Dale Grover, Dave Oldershaw and Dave Ross.

Apology: Grant Aislabie

Meeting Starts 7.07pm

OUTSTANDING ACTION POINTS from Board Meeting 26 April 2020

| | | | |
|----|-------------------------------------------------------------------------|----------------|------|
| 01 | Analysis of FB Members vs Membership with follow-up email. | Chris Souness | WIP |
| 02 | Talk with Star Insurance re Cards and Advertising in the Newsletter | Chris Souness | Done |
| 03 | Area Reps meeting Agenda items/suggestions to be sent to Garry Williams | All | WIP |
| 04 | Prepare to shift Club Emails and Domain to the new URL | Dave Ross | WIP |
| 05 | Update the FaceBook pages | Garry Williams | Done |
| 06 | Liaise with Ian Sowden and Dale Grover re stocking up the On-line shop | Chris Souness | Done |
| 07 | Marketing Plan being worked on for discussing at the next meeting | Garry Williams | WIP |
| 08 | Contact previous early Executive Members re Life Member dates | Dave Ross | Done |

1. Welcome

2. President's report

I want to commend you all for restraint shown during the lock-down in relation to getting out an about on the bike. I certainly hope you're making up for it now. I'm very pleased to say I've been out on the HP2 every day since the country moved to Alert Level 2.

Covid-19 is contained, but there's still a risk of community transmission with a number of active cases still in train. Area Reps have been advised that the fundamental principles the Club is operating under during Alert Level 2 are about reducing the possibility of members getting sick, making sure we can track and trace for anyone that actually does get sick, and that we all understand this is not a return to "normal".

Currently, social gatherings are restricted to groups of up to 10, if following public health guidance' but this is to be reviewed on the 25th May. We have asked Area Reps to factor this in to any rides they are organising until restrictions are relaxed further.

People with underlying medical conditions, especially if not well-controlled, and seniors are still being encouraged to take additional precautions when leaving home so that's something you need to think about if you're joining an Area ride. Above all else, it is your personal responsibility to keep others around you safe. If you are on a ride or socialising with other members, keep your distance from others. If you're sick, don't go on a ride or socialise with other members.

I'm back at work in our Christchurch office and, while I enjoyed 8 weeks or so "working from home", it's been great to re-connect in person with a lot of people I spent a lot of time with in Zoom meetings. The weirdest thing has been getting used to wearing dress shoes again.

We're still planning for the South Island RAG Rally. Unless something untoward happens and we find ourselves back in Alert Level 3 or 4, it will be in North Canterbury on Labour Weekend and it will be awesome! With the North Island RAG rescheduled the weekend before (16/17 October) there's also every opportunity to treat yourself to doing both, you have earned it!

Planning is also well underway for the Annual Rally in Taranaki next January. Registration forms for that will be available soon.

3. Treasurer's report

I am pleased to present to the Board meeting held on 24 May 2020 the following report outlining the financial position of the organisation as at 30 April 2020

1. Current and Investment accounts – Balance as at 30/04/2020:

| | | | |
|------------------------------------------|----------|-----------|------------------|
| Westpac - Main: | | \$ 9,199 | |
| Westpac - Event account: | | \$ 5,954 | |
| TSB Term Deposits: | | | |
| 0001 2.65% Matures 27/07/2020. (Westpac) | \$10,000 | | |
| 0002 2.65% Matures 31/08/2020. (Westpac) | \$ 5,168 | | |
| Total Invested | \$15,168 | \$ 15,168 | |
| Total funds as at 30/04/2020 | | | \$ 30,321 |

2. Current financial matters:

Operating A/c

Income:

This month -

\$1,140 advertising income received.

\$ 900 in Subscriptions. Lower than was expected.

Expenses:

Apart from the regular monthly Nettl Newsletter formatting cost and Website/Database hosting costs only other outgoing this month was \$99 for name badges.

3. Event Account:

No change apart from nominal 0.24c interest.

4. Term Deposit Maturities:

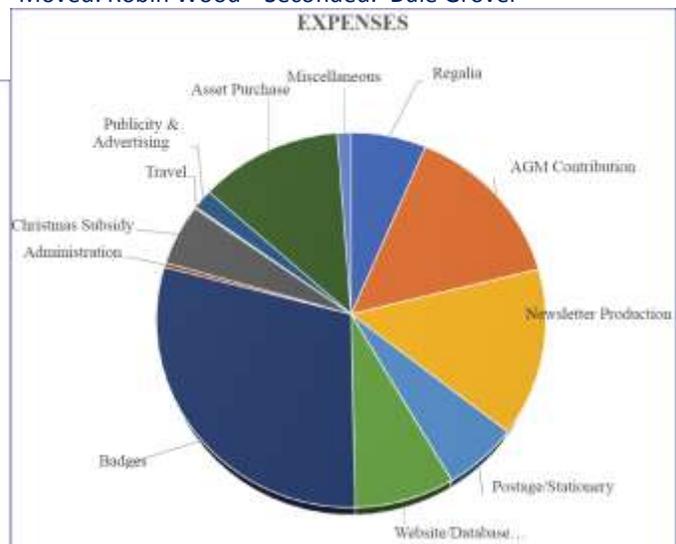
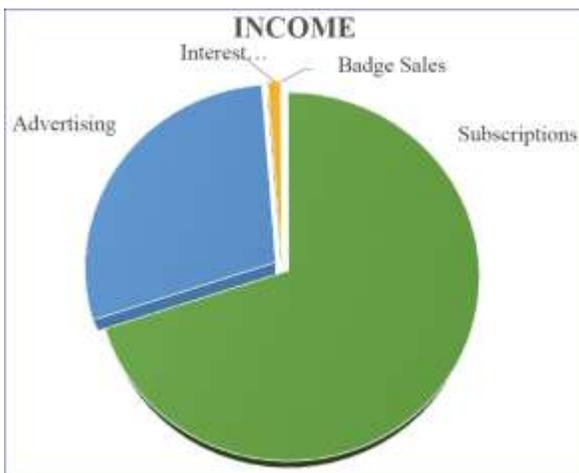
I will assess the cash flow position near the maturity times with regard to re-investment.

I table this report and move that it be accepted as a true and correct record of the current financial position of the Register as at 30 April 2020 and that accounts paid/to be paid since last Board meeting be ratified.

Robin Wood

Treasurer 24 May 2020

Moved: Robin Wood Seconded: Dale Grover



5. Membership report

- Agreed to make an offer to non-club members via the FB page under Level 2 lockdown.
- Plan to complete the post by EOB 29th May.

I'm waiting for the new cards to be finished and to have card printing 'in house' up and running before approach to Star. I believe their Ad positioning has been changed to accommodate AON on the second page

I've also liaised with Ian Sowden. He sent the following list to me in an un-editable format (updated by Secretary). I have requested a copy in S/S format so I can edit and also try and gauge profitability by item as well. Ian is quoted below:

Below is a cut and paste from a spreadsheet showing the totals of all the sales since 2012.

Not all of the sales were actually sales, a number were give-aways for various reason, Presidents trips, Area Rep Fluoros etc. I always sold much more at the Rally than during the year.

Is it (The Shop) going to be run as no stock build each on demand? That wouldn't work for the stickers too well.

| Sales | Value | ordered | sales |
|------------------------------------------|---------|---------|-------------------|
| Caps | \$25.00 | 20 | \$475.00 |
| Scarf | \$25.00 | 4 | \$105.00 |
| Beanie | \$17.00 | 7 | \$115.00 |
| First Aid (Supplied to Area Reps) | \$12.50 | 12 | -\$150.00 |
| Lapel Badge | \$10.00 | 3 | \$20.00 |
| Badge - Cloth | \$12.50 | 12 | \$149.00 |
| Key Ring | \$12.50 | 16 | \$162.50 |
| Sticker - 30 yr GS | \$3.00 | 24 | \$72.00 |
| Sticker - extra small | | 0 | \$0.00 |
| Sticker - small | \$3.00 | 90 | \$270.00 |
| Sticker - large | \$5.00 | 36 | \$180.00 |
| Resin Badge - extra small | \$3.00 | 0 | \$0.00 |
| Resin badge - small | \$5.00 | 28 | \$140.00 |
| Resin Badge - Medium | \$8.00 | 24 | \$192.00 |
| Resin Badge - large | \$12.50 | 14 | \$124.00 |
| Fluoro Jerkin - large (Old) | | | |
| Fluoro Jerkin - extra large (Old) | | | |
| Fluoro Jerkin - double extra large (Old) | | | |
| Fluoro Jerkin - XL (new) | \$30.00 | 12 | \$360.00 |
| Fluoro Jerkin - @XL-3XL (New) | \$30.00 | 13 | \$390.00 |
| Fluoro Jerkin - 4XL-5XL (New) | \$30.00 | 4 | \$64.00 |
| T Shirt - medium | \$25.00 | 5 | \$125.00 |
| T Shirt - large | \$25.00 | 5 | \$125.00 |
| T Shirt - extra large | \$25.00 | 9 | \$210.00 |
| T Shirt double extra large | \$25.00 | 3 | \$75.00 |
| T Shirt V neck - size 12 | \$35.00 | 1 | \$35.00 |
| T Shirt V neck - size 14 | \$35.00 | 5 | \$175.00 |
| T Shirt V neck - size 16 | \$35.00 | 5 | \$175.00 |
| Polo Shirt - small | \$45.00 | 0 | \$0.00 |
| Polo Shirt - medium | \$45.00 | 1 | \$20.00 |
| Polo Shirt - large | \$45.00 | 10 | \$200.00 |
| Polo Shirt - extra large | \$45.00 | 10 | \$450.00 |
| Polo Shirt - 2 extra large | \$45.00 | 7 | \$135.00 |
| 40th Anniversary Books | \$35.00 | 40 | \$1,400.00 |
| Less Give away or Write off stock | | | -\$477.50 |
| Cumulative Sales Value | | | \$5,316.00 |

Based on an initial assessment the core things we need to get up and running soonest would be:

- Fluro Jerkins
- Resin badges Large / Small
- Caps
- Polo Shirts.

The intention with the clothing and caps is to engage a single supplier that we can direct customers to from the website that can manufacture to order based on size requirements using our approved logo etc.

Dave Ross is sourcing pricing and samples from a contact he has. I already have samples and pricing provided by a contact of Ian Macartney from Northland.

Will review and advise outcome re sourcing of other items. Any other suggestions / contacts appreciated. Dale, any progress with your contact re sourcing printed base material out of China?

Membership Update numbers:

| | Nov-19 | | Mar-20 | | May-20 | |
|-----------------------|------------|--------------------|------------|--------------------|------------|--------------------|
| Associate | 16 | \$960.00 | 17 | \$1,020.00 | 16 | \$960.00 |
| Complimentary | 27 | \$0.00 | 27 | \$0.00 | 28 | \$0.00 |
| Expired | 27 | \$0.00 | 18 | \$0.00 | 40 | \$0.00 |
| Full | 0 | \$0.00 | 0 | \$0.00 | 0 | \$0.00 |
| Owner | 353 | \$21,180.00 | 351 | \$21,060.00 | 343 | \$20,580.00 |
| Introductory | 49 | \$0.00 | 79 | \$0.00 | 79 | \$0.00 |
| Life | 18 | \$0.00 | 19 | \$0.00 | 19 | \$0.00 |
| Overseas | 0 | \$0.00 | 0 | \$0.00 | 0 | \$0.00 |
| Pillion | 67 | \$1,340.00 | 61 | \$1,220.00 | 58 | \$1,160.00 |
| Sub Total | 557 | | 572 | | 583 | |
| Paid Members | 436 | | 429 | | 417 | |
| Annual Revenue | | \$22,520.00 | | \$22,280.00 | | \$21,740.00 |

I have personally called Expired members with membership numbers below 2000 and each has said they have been slack in renewing. It's a sign of the times. None wanted to cancel which is positive. We still need to continue the push to get members paying by CC.

6. General Business

- a) Garry Williams – Has had discussion with Jake in AON Advertising re having regular ‘pop ups’ (One liner) on the Group Facebook advising the benefits of having a Policy with them. AON are interested and now we wait for them to respond. As a general comment and in response to the varied discussions on Facebook, your Insurance Policy with AON is a bespoke product designed around the individual. There is no point in comparing prices as there are so many factors involved.
- b) Chris Souness - Card production will shortly be underway. Expecting to receive the cards sometime next week. Will need to complete some programming at our end to print them correctly but not expecting this to take too much effort.
- c) Dave Ross - Final plates for Life Member Plaques are being engraved and should be with me by the end of next week. Three of the original engraved plates had the wrong date and replacements will be sent out to whoever is holding them prior to delivery for changing. One date is not recorded anywhere in any of the previous minutes and all enquiries have been exhausted. Instead of a date he single one will have ‘*Presented with Appreciation*’ only.
- d) Dave Ross - Rally 2021. I’ve been working with Ray Senior and Scott Mills assisting with their Registration Form. There may yet be another change for information relating to the Rally Shirt and Rally Badges. The completed Registration Form will be published in the Newsletter from July.
- e) Dave Ross – Emails.
 - Finally made contact with Domainz and found that the BMWMC.NZ URL is held by their sister company- TTL.
 - Contacted TTL and they recognised that my details were lodged against the URL, but could not assist with the Email request as they needed the Password and coding from Nettl.
 - Contacted Nettle and explained the chain of events. Supply Nettl with an extensive email outlining exactly what I want to do with Emails. They will work with TTL and established the emails that I needs.

- I anticipate that the within 2 weeks we may be using the new emails ending @bmwmc.nz.
- If the same background system is used I can create the 'diverts' from the old to the new system.
- We will need to maintain the @bmwor.org.nz emails while the transition is made from one system to the other.
- As long as the Club holds the BMWOR.ORG.NZ URL, no-one else can create similar emails. The annual cost is \$68-95 and due for renewal 16 Nov 2020.

- f) Robin Wood – Retention of the URL www.bmwor.nz . When there were outside issues we made a decision to hold the URL www.bmwor.nz so as to prevent any interference. The threat (as such) seems to have dissipated and I'm not sure that we need to hold this any longer. The URL is due to renewal in August. Discussion held with the result being that there is no longer a need for the Club to hold that URL.
- g) South Island Rag still planning on going ahead. A lot will depend on the Government announcement tomorrow as to possible extension of number gathering in groups.
- h) Also depending on Government announcement, prepare for Area Reps Meeting at the end of July. Please forward Agenda suggestions to Garry Williams

7. Next Meeting

Agreed for Sunday 28 June 2020 as another Zoom Meeting. Email notification will be sent out.

Meeting ends 8.05pm

CURRENT ACTION POINTS

| | | | |
|---|-------------------------------------------------------|----------------|--|
| 1 | Try and located Paul Hayes Life member date | Garry Williams | |
| 2 | Remove 'Star Clean' Polish advert from the Newsletter | Dave Oldershaw | |
| 3 | Check availability of Brentwood re Area Reps Meeting | Dave Ross | |