



MINUTES OF THE 44th ANNUAL GENERAL MEETING

of BMW Owner's Register Inc held at the Marlborough Convention Centre
situated at 42a Alfred Street, Blenheim on Saturday 25 January 2020.

Start Time: 5.10pm

Present: Garry Williams (President), Robin Wood (Treasurer), Chris Souness (Membership Secretary), Dale Grover (Member Representative), David Ross (Secretary), 70 Members and 7 Guests.

Welcome: Recognition and thanks given to:

- Local Committee (each person and role identified)
 - Kevin and Zoe Hewitt (and team) – Venue and Program
 - Dale and Odette Grover – Gymkhana and Odette for Transport
 - Tony Haddon (and team) – GS Rides and Gymkhana
 - Richard Cullingworth – for the excellent Health and Safety Plan
- Avon City Representatives, Motomart Representatives, Mount Motorcycle Representative.
- Leonie Steadman from AON
- Ride Forever (for Registration and prize packages)
- Downers (for Road Cones)
- Ben Wilkins from Kiwi Rider (who will also co-host the 7 November 2020 GS Rally at Martinborough)
- Special Thanks for Dave Morris who stepped in as our temporary Editor for a few months but that lasted nearly 18 months.
- Thanks to our Secretary for handling the transition of the Newsletter onto the digital platform.
- Thanks for David Oldershaw who has stepped up as the new Editor/Editorial Overview.

A moment of Silence and Remembrance for those who cannot be with us, especially Grant Aislabie and Gail Moore and their tragic loss.

Apologies.

Grant Aislabie (Vice President), Gail Moore (Tauranga), Noel Walker (Auckland), Lance Nixon (Wanganui), Ian McKercher (Blenheim), Chris de Wagt (Blenheim), Henry Plowright (Auckland), Peter Wood (Nelson), Tony O'Connor (North Shore), Cheryl Marquis (Wellington), Peter Truter (Palmerston North), John Christie (Levin)

Moved: John Wuts (Napier). Seconded: Neil Barnard (Whakatane)

1. Minutes of the previous Annual General Meeting held at Wesley College, Paerata on Saturday 12 January 2019.

Moved: Ian Sowden (Katikati). Seconded: Peter Nash (Wellington)

2. Presidents Annual Report from the Board

It's been a pretty good year for the Club starting with an awesome adventure in the North Island. A huge 'thank you' to Steve and Suzanne Parkinson and the Auckland team, our sponsors, Wesley College staff and everyone else who helped in bringing together the 2019 Annual Rally in Paerata. The weather was glorious, the riding fantastic (especially if you were one of the fortunate GS riders out at Limestone Downs on the Sunday) and the extracurricular activities simply brilliant!

By February we started to see areas of the country, particularly down South, with an extreme fire risk resulting in many roads through the Clarence Valley closing. We worried about our members in the Tasman District, particularly those around the Wakefield area, living so close to a fire covering around 2,400 hectares. At the same time, great excitement emerged across social media with the announcement that the 2010 International

GS Trophy was to be held in New Zealand tempered by the fact that there wouldn't actually be a NZ team competing.

In March, the inaugural annual National Festival with the BMW Car Club was held in Taupo and, in April, over 50 members turned up for the North Island RAG Rally near National Park.

In May, we introduced a club discount on the Bluebridge Ferry Service complementing the arrangement we have with InterIslander and providing more choice around sailing times and the level of service you might require.

The Board bought our Area Reps together for a weekend in Wellington in June. It was great to see all areas represented, including Scott Mills from Taranaki standing in for Ray Senior while he's overseas and Xan Harding coming down to represent the East Coast. What a great bunch of people! The focus of our discussion and workshops was on our 2019-2021 three-year plan and how and what we'll all be doing to contribute to successfully delivering on the club's objectives. Part of the weekend's discussion was around our sustainability as a club and also around sustainability at a broader level, especially where there are impacts on motorcycling as a recreational activity.

Jo and I flew to the USA in September visiting Palm Springs, California for a week courtesy of BMW's Club and Community Management Group for the 2019 BMW Clubs International Council meeting hosted by the Car Club of America at La Quinta resort. It was great catching up with club delegates from around the world, especially those we met when we attended our first council meeting in 2008 in Vancouver following the Club signing up as an official BMW Club. The fact that the same people are still around for 10 years is testament to their passion and enthusiasm for their clubs, just as I am passionate about ours, and all were very happy to see us back at the table.

Aside from some great "social networking" opportunities, a fabulous Car and Bike Show put on by the Americans and the opportunity to try out some of the best of the BMW fleet over the week, the crux of the week was the two-day council meeting themed as 'Adapting for Change in the BMW Clubs World'. It was evident from the start of discussions that the impact of digital technologies is a real challenge being felt in all areas of the world. The proliferation of virtual groups popping up claiming to be the "fastest growing" or "biggest and best", ripping off existing structures to support a notion that there's a physical presence as a club and basically hood winking dealers and sponsors into thinking that it's somehow legitimately sanctioned by BMW's Club and Community Management Group is certainly not unique to New Zealand.

What was interesting is that everyone is struggling to deal with this. The Council Chair called on me to talk to the three year plan our club has because we've done a bit more thinking about how we can make our club more successful and what it will look like in the future, and what our own experience has been in moving our club into a digitally capable organisation but still retaining the values we hold dear in terms of what it means to be a "club".

Our Otago/Southland Area Rep, Andy, pulled one out of the hat securing Borland Lodge as the venue for the SI RAG Rally in November. Thirty eight members and guests arrived on the Friday afternoon, many who had been travelling for several days. Thanks to Andy, Victoria and (especially) Rick for all the hard work in the kitchen, the meals over the weekend were just fantastic. It was awesome to see half our Board members and Area Reps present, and the members participating in the weekend represented all but two of our Areas.

It's been a really good year in the main. I thank all the members of the Board for the way in which each has undertaken their responsibilities and particular tasks over the year. We work well together as a team, partnering up and bringing our collective strengths to our purpose. I'm delighted all of us will be seeing our current two-year terms out.

Thanks also to our Area Reps for making local activities interesting and engaging for their members. We appreciate your efforts and do not take it for granted.

I also want to acknowledge and thank all our Sponsors, our Editorial team, our Gear Shop administrator and all the other great people who volunteer to help our club operate in the way it does. It is a real privilege to be part of such a great team!

Also a big 'thank you' to our members. Your commitment to membership of our club is what makes it a real club.

Moved: Garry Williams (Rangiora). Seconded: Peter Nash (Tawa)

3. Treasurers Report:

It gives me pleasure to present to our members the Treasurers Report and Statement of Financial Position for the fifteen months ended 30th September 2019 together with the projected summary of Income & Expenditure for the year to 30th September 2020. Please note that the accounts have been prepared on a 'Cash' rather than 'Accrual' basis and therefore do not take into account any outstanding debtors or creditors as at balance date. However, apart from normal operational income and expenditure there were no other abnormal costs/income expected as at that date.

Operational Income & Expenditure:

Income:

Total income for the period was \$33,780 slightly down on the previous 12 months. This decrease was in the main attributable to reduced Newsletter Advertising income and Subscriptions running just under \$2k per month.

Expenditure:

Total costs for the 15 months \$30,767 down by \$2,368 from the previous 12 months.

Items worth a comment are:

Printing – down by \$5,115 to \$4,483.

Postage Costs – down by \$1,476 to \$1,672.

Both these reductions a direct result of 'going digital' with Newsletter.

Travel/Meeting costs up by \$5,392 to \$13,151. Major components to this was Area Rep's meeting held at Brentwood Hotel, Wellington and travel costs associated with Presidents attendance at Clubs International Conference in Palm Springs.

Surplus/Deficit:

Result for the year is an operating surplus of \$3,014 and after all 'Event' & 'Regalia' Income/Expenditure is taken into account we have an overall surplus of \$6,616 for the year. This has seen our Members Funds increase to \$39,167. However it should be noted that at Year End there was substantial funds (\$6,468) held in the Event Account relating to the 2020 National Rally registrations with associated expenses still to come. There was also \$2,970 relating to 2019 SI RAG yet to be expensed.

Summary of Net Cash Generated by Special Activities:

1. Gear Shop – Deficit \$2,198. Generated after sales (net of postage) of \$377. We hold stock as at 30 September 2019 of \$2,659. This stock figure is after a considerable write-down in values in order to encourage sales of some of the older merchandise held.
2. National Rally/AGM 2019 – Deficit \$2,822. However taking into account the \$2,990 net of registrations/expenses collected/paid prior to 30 June '18 the 2019 National Rally resulted in a \$168 surplus.
3. National Rally/AGM 2020 – Surplus \$6,468. Reflects early Registrations and expenses paid as at 30/9/19.
4. NI RAG Rally – Deficit \$815. Board agreed that this event would be classed as a 'Qualifying Event' and Club would subsidise this event to the extent of \$650 being the hire cost of Taylor Lodge. Deficit also includes hire of Lodge for 2020 RAG so in effect 2019 RAG resulted in a deficit of \$165 instead of the expected \$650. Registrations were set at \$15pm on assumption that there would be approximately 25/30 attendees as in the past. However, it proved to be a very popular event attracting 50+ members resulting in a greater than expected registration income.

5. 2019 SI RAG Rally – Also classed as a ‘Qualifying Event’. Surplus \$2,970. But as explained above costs yet to be expensed. If Andy & I have done our sums right the event should end up with a resultant deficit of approximately \$650.

Capital Expenditure:

There was no expenditure on capital items during the year.

Cash Reserves:

We continue to hold \$15k on Term Deposit along with healthy balances in both the ‘Operational’ and ‘Event’ current accounts.

Subscriptions:

The revised Constitution is now fully in effect and accordingly any increase/reduction in subscriptions and/or joining fees can and will, as cash flow dictates, be recommended to the executive at Board meetings and if so accepted will be thereby implemented. However, at this stage I see no need to recommend any changes.

Budget 2019/2020:

In terms of our Constitution I also present for your information an estimate of the operational Income & Expenditure for the current financial year to 30 September 2020. This has been prepared using current membership levels and based on current subscription fees and other income. Expenditure has been assessed after consultation with other Board Members

Summary:

I table this report and move the Statement of Financial Position as at 30th September 2019 & Budget Forecast to 30th September 2020 be accepted.

Robin Wood
Treasurer
25th January 2020

Financial Statements of Financial Position as at 30 September 2019

| | 2019 | 2018 |
|------------------------------|---------------|---------------|
| | \$ | \$ |
| Assets: | | |
| Current Assets: | | |
| Stock | 2,659 | 5,234 |
| Westpac main a/c | 6,541 | 3,166 |
| Westpac Event a/c | 14,799 | 8,982 |
| Term Deposits | 15,168 | 15,168 |
| Total Current Assets: | 39,167 | 32,551 |
| Fixed Assets: | | |
| Computer Equip | 0 | 546 |
| Less Accum Dep | 0 | 546 |
| Total Fixed Assets: | 0 | 0 |
| Total Assets: | 39,167 | 32,551 |
| Liabilities: | | |
| Current Liabilities: | 0 | 0 |

| | | |
|---------------------------|---------------|---------------|
| Total Liabilities: | 0 | 0 |
| Net Assets: | 39,167 | 32,551 |

Members Funds as at 30 September 2019

| | | |
|--|----------------------|----------------------|
| Net assets 30 June 2018 | 32,551 | 26,049 |
| Plus Cash Surplus Year to 30 Sept 2019 | 6,616 | 6,502 |
| <u>Assets 30 September 2019</u> | <u>39,167</u> | <u>32,551</u> |

**BMW Owners Register of NZ Incorporated Statement of Income & Expenditure –
15 months to 30 September 2019**

| | 2019 | 2018 |
|--------------------------------------|----------------------|----------------------|
| | \$ | \$ |
| Operating Income | | |
| Subscriptions | 27,408 | 25,581 |
| Advertising | 5,605 | 7,352 |
| Donations | 0 | 657 |
| Badges | 0 | 0 |
| Interest (Gross) | 767 | 488 |
| <u>Total Operating Income</u> | <u>33,780</u> | <u>34,078</u> |

Operating Expenses

| | | |
|---|----------------------|----------------------|
| Administration | 280 | 264 |
| Advertising | 389 | 642 |
| AGM Costs | 2,500 | 2,542 |
| Badges | 2,191 | 2,808 |
| Bank Fees | 71 | 56 |
| Christmas Subsidy | 535 | 563 |
| Insurance | 1,334 | 1,288 |
| Postage | 1,672 | 3,148 |
| Newsletter Production Costs | 4,483 | 9,598 |
| Stationery / Consumables | 0 | 0 |
| Travel & Meeting (Inc Area Rep Meeting) | 13,151 | 7,759 |
| Website Costs | 3,784 | 4,079 |
| Miscellaneous | 379 | 387 |
| <u>Total Operating Expenses</u> | <u>30,767</u> | <u>33,135</u> |

Surplus From Operations **3,014** **943**

Net Cash Contribution This Financial Year from Special Activities

| | | |
|-------------------------|---------|-------|
| Shop | (2,198) | 281 |
| National Rally AGM 2018 | 0 | 1,676 |
| National Rally AGM 2019 | (2,822) | 2,990 |
| National Rally AGM 2020 | 6,468 | 0 |
| North Island RAG Rally | (815) | 481 |
| South Island RAG Rally | 2,970 | 130 |

Net Surplus / (Deficit) From Club Activities **3,603** **5,558**

**BMW Owners Register of NZ Incorporated Summary of Net Cash Generated by Special Activities for
15mth Period Ended 30 September**

| | \$ |
|--|------------------------|
| Regalia Shop | |
| Sales | 545.25 |
| Less Postage Expenses | (168.10) |
| | <u>377.15</u> |
| | |
| Less Cost of Goods Sold | |
| Opening Stock | 5,234.00 |
| Purchases | 0 |
| Less Closing Stock (Write-down values.) Sept 2019 | 2,659.00 |
| | <u>2,575.00</u> |
| | |
| Cash Surplus Generated | (2,197.85) |
| | |
| National Rally AGM 2019 | |
| | |
| Income | 22,608.00 |
| | <u>22,608.00</u> |
| Expenses | |
| | 25,430.24 |
| | <u>25,430.24</u> |
| | |
| Cash Surplus/Deficit Generated | (2,822.24) |
| Note: There was a net amount of CR\$2,990.00 relating to the 2019 Rally accounted for in the Financial Accounts for the year to June 2018 resulting in an overall Surplus for the event of \$167.76. | |
| | |
| National Rally AGM 2020 | |
| Income Registrations to date | 7,940.50 |
| | <u>7,940.50</u> |
| | |
| Expenses Outgoings to date | 1,472.25 |
| | <u>1,472.25</u> |
| | |
| Cash Surplus Generated | <u>6,468.25</u> |
| | |
| RAG Rally - North Island | |
| Income | |
| 2019 - Registrations | 965.00 |
| Total income | <u>965.00</u> |
| | |
| Expenses | |
| RAG 2019 | 1,130.26 |
| RAG 2020 | 650.00 |
| Total Expenses | <u>1,780.26</u> |
| | |
| Cash Surplus Generated | (815.26) |
| | |
| RAG Rally - South Island | |
| Income | |
| 2019 – Registrations | 2,970.00 |

| | |
|-------------------------------|-----------------|
| Total Income | <u>2,970.00</u> |
| Expenses | |
| Yet to be invoiced | - |
| Total Expenses | - |
| Cash Surplus Generated | 2,970.00 |

BMWOR Inc Budget for Year Ending 30th Sept 2020

| | |
|---------------------------------------|-------------------------|
| | 2019-2020 |
| Operating Income: | |
| Subscriptions | 24,000.00 * |
| Interest | 500.00 ** |
| Donations | 100.00 |
| Badge Sales | 100.00 |
| Gear Shop | 500.00 |
| Advertising | 6,000.00 |
| <u>Total Operating Income:</u> | <u>31,200.00</u> |

| | |
|---|--------------|
| Operating Expenses: | |
| Accounting | 80.00 |
| Administration/Miscellaneous/Stationery | 500.00 |
| AGM Costs | 2,500.00 |
| Badges/Trophies | 2,500.00 |
| Bank/Polipay Fees | 100.00 |
| Insurance | 1,500.00 |
| Postage | 1,500.00 |
| Newsletter Production Costs | 8,000.00 *** |
| Publicity/Promotional/Advertising | 1,000.00 |
| Rider Training | 500.00 |
| Christmas Subsidies | 600.00 |
| Travel & Meeting Expenses | 10,000.00 |
| Website/Database hosting costs | 2,000.00 |

Total Operating Expenses: **30,780.00**

Surplus/Deficit **420.00**

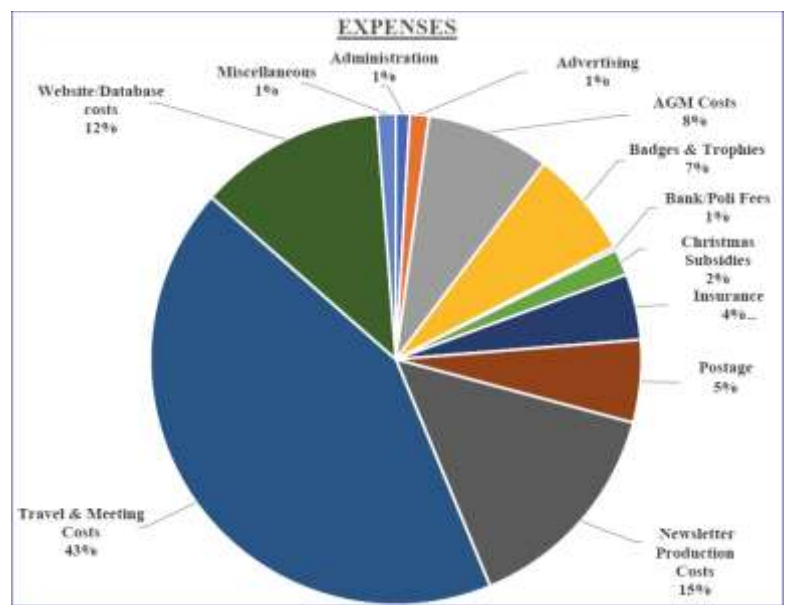
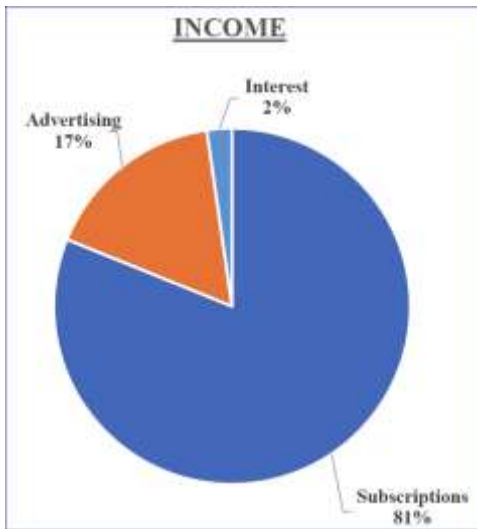
Comment:

This budget is purely concerned with the Operating Income and Expenditure and does not take into account any 'Event' transactions. Events should be self-funding and any resultant shortfall/surplus will be reflected in the funds held in the Event A/c.

* Based on existing subscription levels with a modest increase to reflect new memberships.

** Based on average Term Investments of \$15k at an average rate of 3.0% plus miscellaneous interest from current account balances.

*** Based on Nettl fees to manage/format digital newsletter of \$660pm



Moved: Robin Woods (Palmerston North). Seconded: John Wuts (Napier)

4. Remit.

The Board submits this remit and proposes that the name of our club be changed from the 'BMW Owners Register of New Zealand Incorporated' to 'BMW Motorcycle Club Aotearoa New Zealand Incorporated'.

The following amendments to the Constitution will be made:

1. *Front page - name changed from 'BMW Owners Register of New Zealand Incorporated' to 'BMW Motorcycle Club Aotearoa New Zealand Incorporated'*
2. *Clause 1.0 - name changed from 'BMW Owners Register of New Zealand Incorporated' to 'BMW Motorcycle Club Aotearoa New Zealand Incorporated'*
3. *Clause 3.1 - name changed from 'BMW Owners Register of New Zealand Incorporated' to 'BMW Motorcycle Club Aotearoa New Zealand Incorporated'*

Rationale:

The rationale behind this is:

- *that the BMW Owners Register of New Zealand was created in a time when a "register" was relevant, and when "ownership" was the main criteria for membership;*
- *that for the last year we have been "trading as" the BMW Motorcycle Club of New Zealand, and new branding has been approved by BMW AG in line with the BMW Clubs International corporate identity guidelines;*
- *that the proposed name change reflects the current nature of the club more accurately 40 years on, identifies our club as a motorcycle club, and internationally as a member of BMW Clubs;*
- *reduces identified threats relating to the difficulties of attracting members and perceptions of elitism; and*
- *eliminates any confusion for those with an interest in BMW motorcycles whether they own one or not.*

Moved: Garry Williams (President). Seconded: Kevin Hewitt (Nelson)
Vote By show of hands – Unanimous

Membership (Chris Souness)

Overall membership has increased slightly over 2019. We have introduced the ability to make payments for Membership (both New and Renewals) via a Credit Card Subscription.

We are also actively canvassing Dealers who sell New of Used BMW Motorcycles to advise those buyers of our Introductory Membership Offer.

General Business.

1. John WUTS (Napier): Records a vote of thank to the current Board for the work during the past year.
2. Kevin HEWITT (Westport): New Area Rep for Nelson is Tony HADDON. Kevin Has moved to Westport and will be the Area Rep for the West Coast.
3. Richard KUYSTEN (Auckland): Thanks for the Organising Committee and the date so that it is close to the Burt Munro.

Time closed 1751