

REPORT FOR 2025 FROM THE JCNA BUSINESS COMMITTEE

Although the reincarnation of the Business Committee in 2025 took some time and plenty of effort, I am pleased to report that it is now up and operating again after several years in dormancy. As of the close of business on December 31, 2025, the Business Committee consisted of five members:

Gary Cunningham, Chairman

Mark Mayuga, Ex Officio

Tim Moore (Treasurer of JAGM)

Gene Cohen (Treasurer of JOCLA)

Steve Jones (Chief Judge of JAGIN)

In addition to the regular duties of the BC (such as reviewing the financial affairs of JCNA and its major contractual agreements), we collectively decided to focus our attention on three important issues facing JCNA in 2025. Those topics included the following: (1) In light of the recent IRS audit, it was decided to focus some attention on the accounting and auditing functions of JCNA, as well as the day-to-day handling of money by the Treasurer; (2) The Jaguar Journal remains the single largest expense of JCNA, so a full review of its financial affairs was added to our assigned tasks; and (3) In an effort to find alternative revenue streams for JCNA, we decided to look into the possibility of revamping the marketing and memorabilia programs of JCNA. Gene Cohen took on the responsibility to investigate the accounting issues and treasury functions, Gary Cunningham and Tim Moore we assigned to the review of the JJ, and Steve Jones agreed to look into the possibilities for the marketing and memorabilia programs.¹

In terms of the regular duties of the BC, its Chairman is a designated member of the top administrative level of JCNA, which includes the President, Mark Mayuga, its Treasurer, Bill Sihler, its Administrator, Jack Humphrey, and its Legal Counsel, Rob Thuss. As a result, Mr. Cunningham has devoted a large amount of time working with Bill Sihler on ordinary business transactions, with Rob Thuss on legal issues, including the IRS audit and the drafting and execution of executory contracts, and with Mark Mayuga on general administrative and business decisions he needed to make as a part of his duties.² As a result, a great deal of progress was made on the IRS audit issues in 2025,

¹ It should be noted that the marketing and memorabilia programs were originally assigned to Gabriel Renero, but Mr. Renero decided to withdraw from the BC to attend to other pressing matters at his local club. Steve Jones was appointed in early November to replace Mr. Renero.

² Jack Humphrey has done an excellent job supporting all of us in performing these functions for JCNA. He is literally the "secret sauce" that keeps JCNA running on all cylinders and at all appropriate speeds.

all three of JCNA's contract employees received new employment contracts, and all major financial transactions were reviewed by Mr. Cunningham.

Mr. Cohen has been working directly with Jack Humphrey and Bill Sihler to review the accounting systems used by JCNA and to make suggested changes. Although he has identified several issues he thought could use some attention, upon further review and discussions with all concerned, no major changes have been suggested at this point. However, the BC intends to keep this topic open to further investigations by Mr. Cohen in 2026.

Mr. Cunningham and Mr. Moore undertook a complete investigation into the financial affairs of the Jaguar Journal, with a primary focus on its expenses. While we appreciate the problem of ever-increasing costs for producing the JJ, it became abundantly clear to us that Nicole Smith, as the Editor of the JJ, and Rob Thuss, as its protector, have done extremely well at reducing the costs for producing the JJ. The only possible additional savings are in the area of printing, and at the suggestion of Mr. Cunningham, Mr. Thuss is getting a new printing bid from that source.

The other area of significant costs is mailing of the JJ to our members. This cost is particularly acute for our members who reside in Canada. As a result, Mr. Cunningham, with the assistance of the other Regional Director for Ontario, Mark Smith, tried to invoke an experiment for electronically delivering the Jaguar Journal to all 200 Ontario members, with the proviso that they in turn would get a \$12 rebate for postage savings affected by this new delivery system. Unfortunately, the Ontario club decided to leave JCNA, thereby eliminating this possible cost savings.³

Steve Jones has picked up the pieces left by Mr. Renero's departure and has worked with Nicole Smith of some unique marketing ideas she had for the memorabilia program. He has also investigated the programs used by the Antique and Classic Boat Society, Land's End, and the Mercedes-Benz Club of America. Mr. Jones will present a proposal for consideration at the Annual General Meeting in April in Mexico City.

If you have any questions, or need additional information about the Business Committee, please do not hesitate to contact me.

Respectfully submitted,

/s/ Gary H. Cunningham
JCNA BC Chairman
M: 248-470-4000

³ One of the challenges to converting the JJ to an electronic delivery system is that JCNA has not historically kept an up-to-date email address data base for all JCNA members. However, with some extra work by Mr. Humphrey, we were able to produce a surprisingly accurate email list for the Ontario members, which gives us some confidence to perform this experiment with another large club in 2026.