

New England Region AHCA Delegates Report 2022

Dear Club Members, I have been your Delegate to AHCA for the past 17 years and it has always been a privilege to travel to the annual November meeting to represent you, the largest member club in the Austin Healey Club of America. My report this year will be a bit different so that I can more adequately inform you of the changes I see taking place, not all with which I might agree, but I ask you to be the final judge.

Most importantly are the decisions that had to be made that will directly effect each and every member of AHCA. Here are the headlines and the detailed report will follow.

- 1) Dues have been increased from \$50 to \$70 annually, per member.
- 2) The *Healey Marque* will have 8 printed publications this coming year as well as the calendar.
- 3) A digital copy of the *Healey Marque* will be available for each issue via the ClubExpress website.
- 4) There will not be a printed copy of the **Membership Directory** this year.
- 5) Budget line items were slashed dramatically this year in an attempt to balance the budget.
- 6) Membership in ClubExpress costs our organization \$10,000 per year. (\$5.62 per member)
- 7) A digital copy of the **Healey Marque** will be available at a cost to the club at \$500 per issue.

There was tremendous discussion, hand-wringing and impassioned pleas as the budget was the greatest concern for deliberation. The talking points were enumerated as follows;

- 1) There have been no dues increases in the past twelve years.
- 2) Our blanket insurance policy, now in it's second year, has severely eaten into the budget cushion.
- 3) Costs of producing, printing and disbursing the *Healey Marque* have risen dramatically. These costs are likely to continue during the coming year.
- 4) Printed advertising subscriptions have dropped off significantly. There are fewer sources of additional revenue.
- 5) National membership has dropped well below three thousand members. Actual 2685.
- 6) A balanced budget for this year will not add to our depleted "cushion" creating additional budget concerns for the ensuing years.

Now, here are some of the details that affected the discussion.

- 1) It is a fact that our dues have not been increased for a period of twelve years. In

retrospect, dues

should have been increased incrementally, especially during these past five years.

Now it is

hitting us all at once.

2) Our blanket insurance policy went from \$7,000 a year to \$20,00 a year after an in depth study

showed that we were significantly under-insured for the events we had previously presumed were covered.

3) The following budget line items for the *Healey Marque* should be noted:

Printing services were budgeted for 2022 at \$38,400. Actual cost was \$48,376.99 or a hit to

the cash reserve of almost \$10,000. Paper costs have been the major source of expense

increases for the *Healey Marque*. Paper costs are continuing to rise..

Mailing services were budgeted at \$27,000 and were over budget by \$800 for the year.

4 & 5) Paid contributions from advertisers and subscribers were down almost \$1,500 this year.

The *Healey Marque* ran over budget for the year by 8.4%. The *Healey Marque* represents

the largest expense to our members with an annual budget of \$114,000 that bloated to

\$123,604.91 during this year.

This indicates that EACH MEMBER of the AHCA received their *Healey Marque* at an

individual cost of just over \$46. That left only \$4 to cover all of the other costs.

Budget Concerns & Issues.

Before we could arrive at a final proposed budget, several discussions and votes took place that effected some of the line items as follows;

1) The hard copy of the **Membership Directory** was due to be published this year at a cost of

\$15,000 which would include development, printing and distribution. This was a decision made

at last years Delegates Meeting to have this directory printed every other year as a cost savings.

Peter Sturtevant did report that a facsimile of the directory could be achieved via the new Club

Express program website. The Delegates voted to NOT publish the directory this year as a

potential costs savings of over \$5 per member with a vote of 33 to 5.

2) Editor of the *Healey Marque*, Reid Trummel presented a chart that listed several options for the number of issues, pages within each issue and inclusion of the annual **Healey Calendar**.

This came under heavy scrutiny and discussion that lasted several hours. Here is a basic facsimile of that chart.

	Cost impact to budget calendar	# of issues & content	w or w/o
A)	\$80	11 issues w/ 40 color pages	+
or - \$5			
B)	\$60	6 issues at 48 color pages	
+ or - \$5			
C)	\$70	4 issues w/40 pgs & 4 issues w/ 48 pgs	+ or -
\$5			

The final vote to accept Proposal C, also known as the hybrid model, was voted with 24 Delegates in favor of the notion and 17 against.

When all of the votes were taken to amend the line-budget items as well as the printing or non-printing of the Calendar, Directory & Marque, a budget was voted into place for 2023 by a count of 24 to 12 .

Projected INCOME: \$194,100 EXPENSES: \$174,386

Additional comments on costs and income:

- 1) Gary Feldman and Bill Borja are looking at another insurance company that may be able to offer the same coverage but at a reduced rate. Information will be forthcoming.
- 2) With the dues increase, several Delegates were adamant that they were going to lose members and that was taken into account when the budget was discussed, planning on 2500 members.
- 3) Costs for printing the *Healey Marque* may continue to rise. The new format (4 + 4) will allow for some possible changes which could result in more advertising dollars.

The concerns of your Delegate -

As you are well aware, I attended, in person, the annual Delegates Meeting in Indianapolis. I brought with me all of the concerns that were voiced in our NER survey. This included;

- 1) The strong preference of a printed *Healey Marque*.

- 2) Support of a dues increase that covered all of the services we expected.
- 3) No two-tiered dues structure based on a digital or printed Healey Marque.
- 4) A printed Membership Directory for 2023

As you can see, I was not able to persuade the Delegates on all of these issues, primarily due to the costs associated with them. I did make every effort to remind the Delegates that I was passing on the desires of the largest member club in AHCA, but to no avail on all matters.

Disturbing trends:

The following clubs participated on the **Zoom** option and were **NOT** physically in the meeting room;

Golden Gate AHCA - San Diego - Assoc. of So. California - Southern Ontario - Rocky Mountain -

St. Johns AHC - Atlanta Area - Northern Indiana - Kansas City - Gateway AHC - Triad AHC - Oklahoma Owners Club - AHC of Oregon - Low Country AHC - Smoky Mountain - Wisconsin AHC

Total 16

The following clubs were NOT represented at all:

Alabama - Bluewater/Sarnia - Central Florida - Palm Beach - Roadrunner - Niagara Frontier- Middle Tennessee - Bonneville - Nasty Boys - National Members

Total 10

Delegates from 20 member clubs were present physically at the meeting.

Representation, in my opinion, is best presented by being in attendance as participation online has a series of complications still to be worked out and the group dynamics are nowhere near the same.

The accommodation of allowing clubs to participate by Zoom is new, primarily due to the influence of the Covid 19 epidemic. However, it appears that a number of clubs normally represented at the meeting chose to attend by Zoom. This complicates the writing, viewing and voting of all proposed motions and proved very time consuming in processing all of this information to the Zoom attendees.

In addition, President Gary Feldman changed the start time of the meetings from the normal time of 9AM to 10AM to accommodate those Zoom attendees in other time zones.

As a member who was there, who went through all of the inconvenience of booking flights and hotel room, the travel times going and returning, I was enraged that such a decision had been made without Delegate approval. We wasted almost 2 hours of time during the two days, time which was clearly needed as the issues certainly needed attention, the voting process was lethargic and the Are Club reports were dismissed as unnecessary. Those in attendance were not happy with this trend and I am planning on proposing a boy-law amendment to the effect that all future meetings will start no later than 9AM.

AHCA Club Officers:

It should be noted that the New England Region is ably represented on the Board of Officers and Committees as follows;

Ray Donovan VP for Club Support

Pete Sturtevant VP for Promotion

Bev Sealand Treasurer

Linda Hakala Assistant Treasurer

Steve Bell Nominating Committee and Regalia

Congratulations to Roger Hamel (Quebec Chapter) who is our new AHCA President.

Roger and Lise are well-known attendees at our Summits and area Conclaves.

Disassociation of non-functioning clubs

The following area clubs aren, or will soon be, disassociated with AHCA through a lack of area club activity and lack of representation with reports and/or Delegate for a period of time.

Palm Beach - Niagara Frontier - Alabama - Road Runner - Central Florida - (Pensacola - removed last year)

The Sports Boat Chapter and the Nasty Boy Chapter will be moved to Registry Status and will not be represented by Delegates or required to file annual paperwork.

Congratulations to Bruce Ketchen, Linda Hakala and Pete Sturtevant who will enjoy Honorary Member status this year for their efforts to produce Enclave at the Kalihari.

PLEASED BE ADVISED THAT OUR NER SECRETARY, BEV SEALAND HAS COPIES OF ALL OF THE CHARTS AND REPORTS THAT WERE MADE AVAILABLE FOR THE DELEGATES MEETING. I ALSO HAVE RETAINED A SET IF ANYONE HAS QUESTIONS.

Respectfully submitted,

Steve Bell

Delgate