

Time Period	Sec-Dec 2012	CY 2013	CY 2014	CY 2015	CY 2016	CY 2017	CY 2018	CY 2019	CY 2020	TOTAL
Total Number of Club Locator Requests Received	140	322	429	235	209	194	154	112	93	1888
Total Number of Referrals to Clubs (See Notes)	210	419	523	261	224	208	161	120	105	2231
Total Number of Referrals as MAL (See Notes)	2	15	39	31	31	24	0	4	9	155
Number of Requestors who Joined JCNA	24	56	83	19	4	4	5	4	14	213
Success rate (# Requests Received/# Joined	17.1%	17.4%	19.3%	8.1%	1.9%	2.1%	3.2%	3.6%	15.1%	11.3%

Club #	Region	Club Name	Referrals 2012	Referrals 2013	Referrals 2014	Referrals 2015	Referrals 2016	Referrals 2017	Referrals 2018	Referrals 2019	Referrals 2020	TOTAL
32	NW	Jaguar Owners Club of Oregon	1	6	7	3	4	0	2	3	2	28
41	NW	Seattle Jaguar Club	5	5	8	7	5	4	3	1	3	41
42	NW	Canadian XK Jaguar Register	1	0	2	0	1	0	0	0	2	6
44	NW	Pacific Jaguar Enthusiasts Group	1	0	2	0	1	0	1	0	0	5
61	NW	Jaguar Car Club of Victoria	1	0	0	1	0	0	0	1	0	3
		NW Region Summary	9	11	19	11	11	4	6	5	7	83
2	SW	Jaguar Club of Central Arizona	3	4	3	4	5	0	1	4	4	28
2	SW	Jaguar Club of Southern Arizona	0	1	2	2	0	0	3	2	0	10
3	SW	San Diego Jaguar Club	3	2	3	2	2	6	0	4	3	25
4	SW	Jaguar Owners Club of Los Angeles	10	30	12	10	10	16	7	7	8	110
5	SW	Jaguar Associate Group	3	16	22	9	5	12	6	8	4	85
6	SW	Sacramento Jaguar Club	1	7	7	1	4	5	0	1	2	28
7	SW	Rocky Mountain Jaguar Club	3	1	4	3	1	8	1	1	1	23
36	SW	Jaguar Club of Greater Las Vegas	1	3	7	0	4	0	0	0	0	15
39	SW	Wasatch Mountain Jaguar Register	0	2	4	2	1	0	0	0	2	11
46	SW	Reno Jaguar Club	0	3	2	0	0	2	1	1	0	9
60	SW	Inland Empire Jaguar Club	2	12	6	9	3	9	0	2	0	43
64	SW	Jaguar Club of Southern Colorado	2	0	3	0	1	0	1	2	0	9
65	SW	Jaguar Club of Northern Arizona	0	0	2	0	1	0	1	0	0	4
66	SW	New Mexico Jaguar Club	2	2	5	3	1	1	2	0	0	16

Club #	Region	Club Name	Referrals 2012	Referrals 2013	Referrals 2014	Referrals 2015	Referrals 2016	Referrals 2017	Referrals 2018	Referrals 2019	Referrals 2020	TOTAL
SW Region Summary			30	83	82	45	38	59	23	32	24	416
13	NC	Illinois Jaguar Club	7	16	15	13	5	7	7	6	2	78
19	NC	Jaguar Affiliates Group of Michigan	3	13	13	2	3	5	2	3	1	45
28	NC	Jaguar Club of Ohio	1	5	9	2	2	2	3	1	6	31
29	NC	Jaguar Association of Central Ohio	1	9	3	2	1	2	1	0	1	20
43	NC	Ontario Jaguar Association	0	3	5	3	0	2	4	1	0	18
45	NC	Jaguar Club of Pittsburgh	1	3	4	1	7	2	4	3	1	26
47	NC	Wisconsin Jaguars Ltd.	3	10	11	2	1	2	4	1	3	37
49	NC	Jaguar Drivers Club Area 51	0	8	5	2	1	0	2	2	2	22
51	NC	Jaguar Association of Greater Indiana	4	7	8	2	1	1	4	3	0	30
59	NC	Jaguar Club of Greater Cincinnati	1	6	4	2	2	0	1	0	4	20
63	NC	Susquehanna Valley Jaguar Club	4	5	11	11	2	2	3	0	0	38
NC Region Summary			25	85	88	42	25	25	35	20	20	365
14	SC	Jaguar Club of Mexico	0	0	1	0	0	0	0	0	0	1
15	SC	Great Plains Jaguar Owners Association	0	0	2	0	0			0		2
16	SC	Heart of America Jaguar Club	4	9	5	6	8	3	1	1	4	41
17	SC	Gulf Coast Jaguar Club	9	7	7	2	5	1	1	0	3	35
20	SC	Jaguar Association of Greater St. Louis	4	6	4	3	3	1	0	0	0	21
30	SC	Jaguar Club of Tulsa	0	0	3	6	2	0	1	1	1	14
31	SC	Central Oklahoma Jaguar Association	0	3	5	0	2	1	0	1	0	12
35	SC	Jaguar Owners Association of North Texas	4	10	18	5	6	6	11	6	2	68
37	SC	Jaguar Club of Austin	3	3	2	1	2	5	0	2	0	18
38	SC	Jaguar Club of Houston	3	6	8	12	11	7	3	0	1	51
58	SC	Jaguar Drivers Club of North Texas	4	10	18	5	3			0		40
50	SC	San Antonio Jaguar Club	3	1	6	1	1	1	1	1	1	16
SC Region Summary			34	55	79	41	43	25	18	12	12	319
8	NE	Jaguar Club of Southern New England	2	4	7	6	3	2	0	3	0	27
18	NE	Jaguar Association of New England	7	11	15	11	11	2	4	5	0	66
22	NE	Empire Division	2	13	23	3	2	6	4	6	1	60
23	NE	Jaguar Drivers Club of Long Island	2	3	11	2	0	4	4	4	1	31
24	NE	Jaguar Aficionados of Greater Buffalo	3	4	5	3	3	1	2	2	2	25

Club #	Region	Club Name	Referrals 2012	Referrals 2013	Referrals 2014	Referrals 2015	Referrals 2016	Referrals 2017	Referrals 2018	Referrals 2019	Referrals 2020	TOTAL
25	NE	Jaguar Association of Central New York	6	6	2	2	2	1	2	0	0	21
26	NE	Jaguar Touring Club	6	6	11	6	4	8	5	2	1	49
33	NE	Delaware Valley Jaguar Club	8	12	15	12	14	12	5	4	3	85
40	NE	Nation's Capital Jaguar Owners Club	9	20	13	10	6	8	8	3	6	83
48	NE	Ottawa Jaguar Club	0	7	2	0	0	1	1	1	0	12
52	NE	Jaguar Auto Group	6	7	10	3	1	3	1	0	0	31
67	NE	Capitol Region Jaguar Club of New York					2	1	0	1	1	5
		NE Region Summary	51	93	114	58	48	49	36	31	15	495
9	SE	Jaguar Club of Florida	4	3	5	8	3	3	4	3	3	36
10	SE	South Florida Jaguar Club	9	6	19	11	9	5	7	1	1	68
11	SE	Sun Coast Jaguar Club of Florida	6	10	16	9	5	3	5	3	3	60
12	SE	Virginia Jaguar Club	2	7	8	3	1	2	2	0	0	25
21	SE	Carolina Jaguar Club	7	8	12	5	5	7	1	4	4	53
34	SE	Jaguar Society of South Carolina	8	11	22	10	8	7	5	2	2	75
54	SE	Jaguar Car Club of North Florida	6	8	14	2	2	1	1	3	3	40
55	SE	Music City Jaguar Club	2	3	10	3	5	4	2	1	1	31
56	SE	Smoky Mountain Jaguar Club	5	7	2	2	3	1	1	2	2	25
57	SE	North Georgia Jaguar Club	8	19	15	5	11	10	10	4	4	86
62	SE	North Alabama Jaguar Club	3	9	8	1	2	3	1	2	2	31
68	SE	Jaguar Club of Southwest Florida	1	1	7	3	5	0	4	0	0	21
		SE Region Summary	61	92	138	62	59	46	43	25	25	551
		Member at Large	2	15	39	31	31	24	0	4	5	151
		No referral (insufficient information in request)	1	0	0	0	0	0	0	0	0	1