

CR-1C Financial Status, Bill Sihler, Jack Humphrey

2025 Preliminary Budget

Presented for Informational Purposes Only

JAGUAR CLUBS OF NORTH AMERICA 2025 BUDGET							
P&L Line #		2022	2023	2024	2025 Budget	Remarks	SME's
	REVENUE						
	1.0. Dues Revenue						Bill Sihler & Jack Humphrey
701-1	1.1 Standard Member Dues	187,372.00	186,818.00	199,118.75	269,500.00	Lost NW69; Goal of 4900 Members @ \$55 Per Membership. This represents an Increase of \$70,382 compared to 2024.	Jack Humphrey
701-2	1.2 Members at Large Dues	10,314.15	8,562.00	9,210.00	11,375.00	Goal of 175 MALs @ \$65 Per Membership	Jack Humphrey
701-3	1.3 Net Life Memberships Purchased	1,000.00	352.62	4,235.77	8,400.00	Goal of 24; Net - \$500 - \$150 (JCNA Cost) = \$350 Per Membership	
701-3/6/7	1.4 Miscellaneous Dues	40.00	69.00	23.00	100.00	2022 - \$40 for 'New Member Dues'; 2023-2024 - Young Enthusiasts Dues	Jack Humphrey
	1.5 Total Dues Received (1)	\$191,702.24	\$195,801.62	\$212,587.52	\$289,375.00	This represents an increase of \$76,788.	
	2.0. Member & Club Purchases Revenue						Bill Sihler & Jack Humphrey
704-7	Trophy Revenue	9,696.00	12,539.00	8,057.00	8,000.00	Purchasing & Shipping to Clubs.	Ron Wallis
800-7	JCNA Trophy Costs	-9,665.38	-10,426.03	-7,778.45	-7,900.00	Purchase Cost, Shipping & Storage.	
	2.1 Net Trophy Revenue (2)	\$30.62	\$2,112.97	\$278.55	\$100.00		
	2.2 Miscellaneous Purchases						Jack Humphrey
702-4	2.2.1 Net Regalia Revenue	1,840.56	288.75	662.06	1,000.00	Revenue from Grill Badges, Pins & Other Items Listed On Website Merchandise Section.	
702-4	2.2.2 Net Publications Revenue	-82.30	429.27	-252.34	500.00	Revenue from Publications Listed On Website Merchandise Section.	
702-4	2.2.3 Net Regalia / Publications S & H Revenue	1,169.04	497.53	449.45	750.00	Revenue From Shipping Regalia & Pubs.	
	2.2.4 Total Miscellaneous Purchases (3)	\$2,927.30	\$1,215.55	\$859.17	\$2,250.00		
	2.3 Net Revenue from Purchases by Members & Clubs (4)	\$2,957.92	\$3,328.52	\$1,137.72	\$2,350.00		
706-8	3.0 Jaguar Journal Subscriptions	410.00	200.00	50.00	50.00		Jack Humphrey
705-0	4.0 Interest Income	3,606.58	4,136.57	4,887.70	4,500.00	Source is Laddered CD's as Managed by Phil Taxman.	Mike Blissman
706-0	5.0 Dividend Income	0.00	0.00	467.08	623.00	Source is Mutual Funds as Managed by Phil Taxman.	Mike Blissman
	Total Financial Revenue (5)	4,016.58	4,136.57	5,354.78	5,173.00		
708-0	6.0 Other Revenue (6)	0.00	20.90	2,545.00	0.00	2024 Entry is for 24 IJF Funding Reimbursement & Another TBD Source.	Mike Blissman
	Total Other Revenue (7)	\$4,016.58	\$4,157.47	\$7,899.78	\$5,173.00		
	Total Revenue (Excluding the Journal) (8)	\$198,707.36	\$203,287.61	\$221,625.02	\$296,998.00		
	EXPENSES						
	7.0 Membership Benefits						
	7.1 Administrative Expenses						Mike Blissman
801-0	7.1.1 Accounting Expense	-6,016.75	-6,558.50	-6,163.00	-7,000.00	Services to Blissman. 2025 IRS Audit Support. / no contract exists.	Mike Blissman
801-1	7.1.2 Management Services	-15,000.00	-15,000.00	-15,000.00	-15,000.00	Coventry Foundation	Mike Blissman
801-2	7.1.2 Legal	-291.43	-303.18	-575.59	-600.00	JCNA Legal Advisor Professional Services.	Rob Thuss

801-3	7.1.3 Processing PayPal Fees	-624.02	-484.27	-573.87	-1,000.00	Expect to Increase Use of Electronic Payments. Transfer Fees Ranges From 1.9% to 3.5%.	Jack Humphrey
802-0	7.1.4 Bank Charges (9)	-587.50	-756.91	-804.53	-1,000.00		Bill Sihler
802-1	7.1.5 Credit Card Service Charges	-2,934.94	-3,044.26	-2,507.73	-3,000.00		Bill Sihler
802-2	7.1.6 Interest/Finance Charges	-31.24	-40.53	56.13	0.00	2024 Entry - Treasurer Reimbursed JCNA For Error.	Bill Sihler
804-0	7.1.7 License & Tax	-25.00	-25.00	-25.00	-25.00	State of Delaware Charter Renewal.	Bill Sihler
805-0	7.1.8 Postage - Administrative	-232.61	-94.35	-602.73	-750.00	New Member Welcome Letters, MAL Renewal Letter, Etc.	Jack Humphrey
807-0	7.1.9 Office Expense	0.00	-12.94	0.00	-75.00	Administrator & Asst Administrator Printer Paper & Ink.	Jack Humphrey
808-0	7.1.10 Telephone	-719.40	-719.40	-719.40	-900.00	Access Direct Voice Mail Forwarding Service. Anticipated Cost Increases.	Jack Humphrey
810-0	7.1.11 Other Administrative Expenses	-1,424.16	-1,623.73	-1,302.73	-1,500.00	Waiting For Feedback From Blissman.	Mike Blissman
811-0	7.1.2 Dues and Subscriptions	-516.75	-548.55	-572.40	-650.00	QuickBooks Subscription.	Mike Blissman
820-1	7.1.3 Administrative Manager (10)	-16,800.00	-16,800.00	-16,800.00	-24,000.00	Administrator Salary.	Mike Blissman
830-1	7.1.4 AGM Expenses						
	7.1.4.1 Travel (11)	-2,428.90	-1,880.43	-1,732.90	-1,200.00	Authorized Officer Travel.	Jack Humphrey
	7.1.4.2 Other AGM Expenses	-4,186.37	-8,397.24	-7,634.43	-8,000.00	Packet Printing, Host Club Financial Support & Other Admin Costs.	Jack Humphrey
	Total AGM Expenses (12)	-\$6,615.27	-\$10,277.67	-\$9,367.33	-\$9,200.00		
830-2	7.1.5 Meetings-Board	-2,264.93	-3,076.00	-4,588.95	-6,000.00	BOD Dinner, BOD Meals, BOD Packets, Room Rentals for Authorized Individuals.	Jack Humphrey
800-9	7.1.6 Other Expenses	-7,000.00	0.00	0.00	-1,000.00	2022 Back Payment - Special Awards Plaques. 2025 Payment - Non-Invoiced Special Awards Plaques.	Jack Humphrey
	Total Administrative Expenses (13)	- \$61,084.00	-\$ 59,365.29	-\$ 59,547.13	-\$71,700.00		
	7.2 Club Support Expenses						
802-7	7.2.1 Sponsored Events	0.00	0.00	-338.93	-500.00	JCNA Mkt & Adv at Reg Events - Postage to Mail Equip & Handouts.	Jack Humphrey
802-8	7.2.2 Club Slalom Equipment	0.00	-281.00	0.00	0.00	2023 - imer Equipment Purchase - Avail Through Coventry Foundation.	Jack Humphrey
	Event Insurance Expense	-10,366.36	-14,692.92	-14,083.36	-13,941.00		Gus Niewenhaus
	Less Non-Member Ins. Fees	1,520.00	840.00	647.00	800.00		Jack Humphrey
803-0	7.2.3 Net Event Insurance Expense (14)	-\$8,846.36	-\$ 13,852.92	-\$ 13,436.36	-\$13,141.00		
809-0	7.2.4 Web Site	-7319.17	-7,624.08	-7,519.09	-8,500.00	Base Service & Maint @ \$600 / Month; Budging Additional For Minor Reqs.	Jack Humphrey
	7.2.4.1 Website Development Amortization (15)	-8,097.00	-5,340.50	-2,025.00	-1,167.00	Minor Website Layout & Scoring System Tweaks, Operating System Update & Server Upgrade.	Jack Humphrey
809-1	7.2.4.2 Website Manager (16)	-19,200.00	-19,200.00	-19,200.00	-19,200.00		Jack Humphrey
	Total Website Expenses (17)	- \$34,616.17	-\$ 32,164.58	-\$ 28,744.09	-\$28,867.00		
830-4	7.2.3 IJF Expenses (18)	-7,680.22	-5,652.42	0.00	-6,000.00	Inc JJ Editor Attendance, Financial Support to the Club & Attendance By Senior Leadership.	Jack Humphrey
	Total Club Support Expenses (19)	-51,142.75	-51,950.92	-42,180.45	-48,508.00		
	7.3 Membership Support Expenses						
860-6	North American Trophy Purchase Expenses	-4,511.25	-3,844.51	-2,448.00	-3,000.00	For End of Year Top 3 North American & Region Winners in Concours, Rally & Slalom Competitive Events.	Jack Humphrey
860-6	North American Trophy Shipping Costs	-1,446.33	-1,346.75	-1,212.25	-1,500.00		Jack Humphrey
	7.3.1 Net North American Trophy Costs (20)	-\$5,957.58	\$ 5,191.26	\$ 3,660.25	-\$4,500.00		
851-0	7.3.2 Membership Card Mailing	-1,618.85	-1,738.15	-1,784.05	-2,000.00	Included in Initial New Member Welcome Packet.	Jack Humphrey
851-1	7.3.3 Membership Mailing Supplies	-988.70	-999.28	-897.24	-1,000.00	Envelopes, Stamps, Postage, Etc.	Jack Humphrey
851-2	7.3.4 Membership Postage	-2,693.18	-3,197.26	-2,536.84	-2,700.00	Mailing For New Member Welcome Packets.	Jack Humphrey

851-3	7.3.5 Membership Card Printing	-185.28	-11.81	0.00	0.00	No Longer Printing Separate Annual Renewal Membership Cards - Included on the JJ Flysheet.	Jack Humphrey
851-4	7.3.6 Membership Contractor Services	-8,162.50	-10,281.25	-7,831.25	-10,000.00	Compensation for Asst Administrator Cara Dillon. Fluctuations Determined by Work Load, to Include IRS Audit Support.	Jack Humphrey
851-5	7.3.7 Renewal Letters	-70.89	-69.55	-67.62	-75.00	Member at Large Renewal Letters - Printing, Envelope Stuffing & Postage. Work Performed by C&A Printing in Huntsville, AL.	Jack Humphrey
865-0 & 865-2	7.3.8 Net Tool Loan Program Operating Costs	-1,096.87	-136.62	-1,388.56	-500.00	Costs Incurred Due to Payment Transaction Fees. There is Room For Improvement - Should be Zero Cost.	Jack Humphrey
860-10	7.3.9 Direct Mail Project	0.00	0.00	-2,408.93	0.00	Determined Project Not Feasible.	Jack Humphrey
	Total Member Support Expenses (21)	- \$20,773.85	-\$ 21,625.18	-\$ 20,574.74	-\$20,775.00		
	Total Operating Expenses (Excluding the Journal) (22)	- \$133,000.60	-\$132,941.39	-\$122,302.32	-\$140,983.00		
	Total JCNA Revenues (Excluding the Journal)	\$198,707.36	\$203,287.61	\$221,625.02	\$296,998.00		
	JCNA Operating Margin (Excluding the Journal) (23)	\$65,706.76	\$70,346.22	\$99,322.70	\$156,015.00		
	8.0 JAGUAR JOURNAL REVENUE						Rob Thuss
	Advertising	56,020.39	54,064.00	45,640.00	51,000.00		
	Less Commission Expense	-5,620.19	-6,421.43	-2,942.04	-4,500.00		
703-1	8.1 Net Advertising Revenue	\$50,400.20	\$ 47,642.57	\$ 42,697.96	\$46,500.00		
703-2	8.2 Jaguar Cars Advertising Revenue	27,000.00	18,500.00	0.00	0.00	Do Not Expect To Receive Additional Funding in the Forseeable Future.	
703-3	8.3 Web Advertising Revenue	2,834.00	2,438.00	2,438.00	2,500.00	Website Advertisers: SNG Barratt, Bremont, Moss Classic Jaguar, Hagerty Insurance, Classic Showcase, Welsh Jaguar, Driver Source, Gullwing Motor Cars, Beverly Hills Car Sales.	
703-9	8.4 Journal Copies & Subscriptions Revenue	182.00	275.00	154.00	200.00	4 Subscribers. 2025 Rates \$90 Domestic; \$115 Overseas.	
705-8	8.5 Journal Thumb Drive Archive Revenue	69.00	49.00	138.00	140.00		
	8.6 Archive Sales Shipping Expense	-7.99	-10.00	-16.00	-20.00		
705-8	Net Journal Thumb Drive Archive Revenue	\$61.01	\$ 39.00	\$ 122.00	\$120.00		
	TOTAL JAGUAR JOURNAL REVENUE (24)	\$80,477.21	\$ 68,914.57	\$ 45,443.96	\$49,320.00	2025 Projected Increase Due Primarily to Advertising.	
	9.0 JAGUAR JOURNAL EXPENSES						Rob Thuss
871	9.1 Editorial Expenses						
871-0	9.1.1 Journal Editor Expenses	-35,100.00	-36,037.50	-31,970.00	-45,000.00	Contributing Editor Position Eliminated; New Cost Includes Cost of Living Increase.	
871-1	9.1.2 Journal Contributing Editor Expenses	-750.00	-900.00	-14,385.00	0.00		
871-2	9.1.3 Journal Associate Editor Expense	-3,825.00	-5,025.00	-2,500.00	-4,800.00		
	Total Editorial Expenses (25)	- \$39,675.00	-\$41,962.50	-\$48,855.00	-\$49,800.00		
872-0	9.2.0 Journal Mailing Expenses						
	9.2.1 Journal Advertising Postage	-35.96	-27.06	-25.33	-30.00		
	9.2.2 Mailing & Dispatch (Graphcom)	-26,300.28	-29,153.73	-23,908.00	-24,000.00		
	9.2.3 Canada Post Mailing	-1,802.49	-3,592.56	-2,704.75	-3,200.00		
	9.2.4 K2 International	-2,144.55	-2,324.41	-2,406.40	-2,700.00		
872-0	Total Journal Mailing (26)	- \$30,283.28	-\$ 35,097.76	-\$ 29,044.48	-\$29,930.00		

	9.3.0 Journal Production Costs						
873-0	9.3.1 Layout	-23,000.00	-27,620.00	-41,153.87	-18,000.00	2025 - New Layout Contractor.	
873-0	9.3.2 Printing						
	9.3.2.1 Production (Flysheets/Polybagging)	-11,000.90	-11,789.03	-11,227.80	-11,000.00		
	9.3.2.2 Production (Offset Print)	-28,149.78	-36,308.91	-41,882.02	-41,000.00		
	9.3.2.3 Bulk Paper Purchase	-6,229.68	-3,114.84	0.00	0.00		
	9.3.2.4 Total Production Expenses (27)	-45,380.36	51,212.78	53,109.82	-52,000.00		
	Total Layout, Printing & Production Expenses (28)	- \$68,380.36	-\$78,832.78	-\$94,263.69	-\$70,000.00		
	9.4.1 Digital Version Preparation Expenses	-300.00	-300.00	-250.00	-300.00	Digital JJ Produced by Zinio.	Jack Humphrey
	9.4.2 Zinio (Content Conversion Expense)	-117.94	-74.29	-151.09	-200.00		Jack Humphrey
	Total Digital Version Preparation Expenses (29)	-\$417.94	-\$ 374.29	-\$ 401.09	-\$500.00		
	Total Production (Offset Print) Expenses (30)	- \$138,756.58	-\$ 156,267.33	-\$ 172,564.26	-\$150,230.00	Editorial / Mailing / Layout-Printing / Digital.	
876-0	9.5 Publisher's Liability Insurance Expenses	-1,418.00	-1,496.00	-2,322.65	-2,328.00		Gus Niewenhaus
877-0	9.6 Journal Accounting Expenses	-993.75	-637.50	-618.75	-650.00		Michael Blissman
	9.7 Other Expenses (31)	0.00	0.00	-327.91	0.00		Michael Blissman
	Total 870 JAGUAR JOURNAL EXPENSES (32)	- \$141,168.33	-\$ 158,400.83	-\$ 175,833.57	-\$153,208.00		
	Jaguar Journal Revenue Less Expenses	- \$60,691.12	-\$ 89,486.26	-\$ 130,389.61	-\$103,888.00		
	JCNA Operating Margin (33)	\$65,706.76	\$ 70,346.22	\$ 99,322.70	\$156,015.00		
	Jaguar Journal Revenue Less Expenses	- \$60,691.12	-\$ 89,486.26	-\$ 130,389.61	-\$103,888.00		
	JCNA Net Revenue (Loss) (34)	\$5,015.64	-\$ 19,140.04	-\$ 31,066.91	\$52,127.00		

As of April 11, 2025