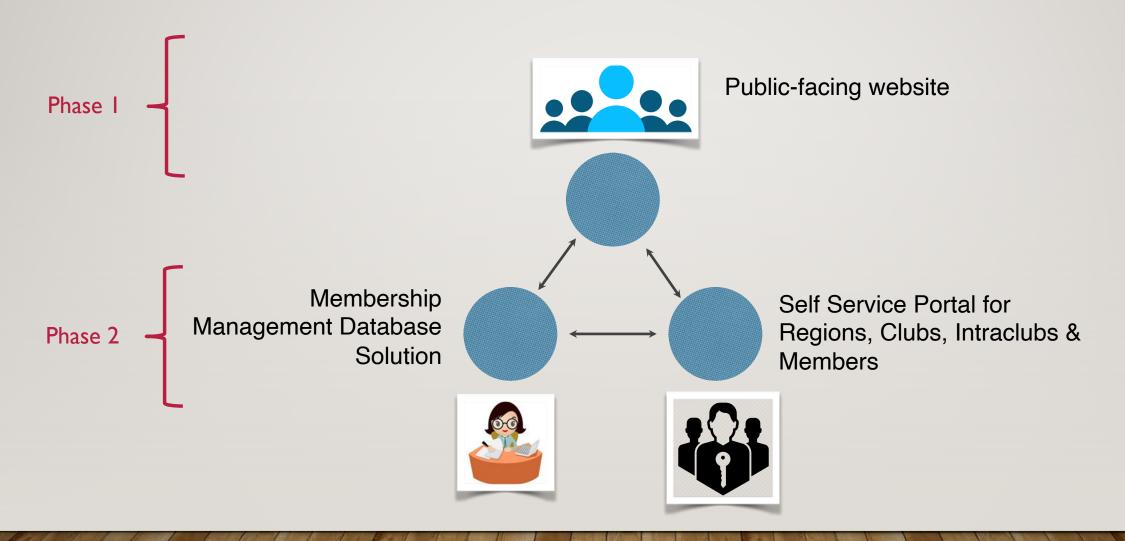


WEBSITE AND DATABASE PROJECT UPDATE

2020 MID-WINTER IBT - JANUARY 2020, LAS VEGAS, NV

ERIC MCHENRY, LORI PLUMMER, MARC NIJDAM

THREE CRITICAL COMPONENTS



PROJECT TIMELINE

Mid-Winter IBT

- Introduction and discussion of project goals
- Funding approved for Phase I (new website)
- Steering Committee formed

International Rally IBT

- Phase I (website) Go-Live
- Phase 2 funding approved

March 2019

August 2019

January 2019

July 2019

Phase I project kickoff

Parallel Club branding work incorporated into project

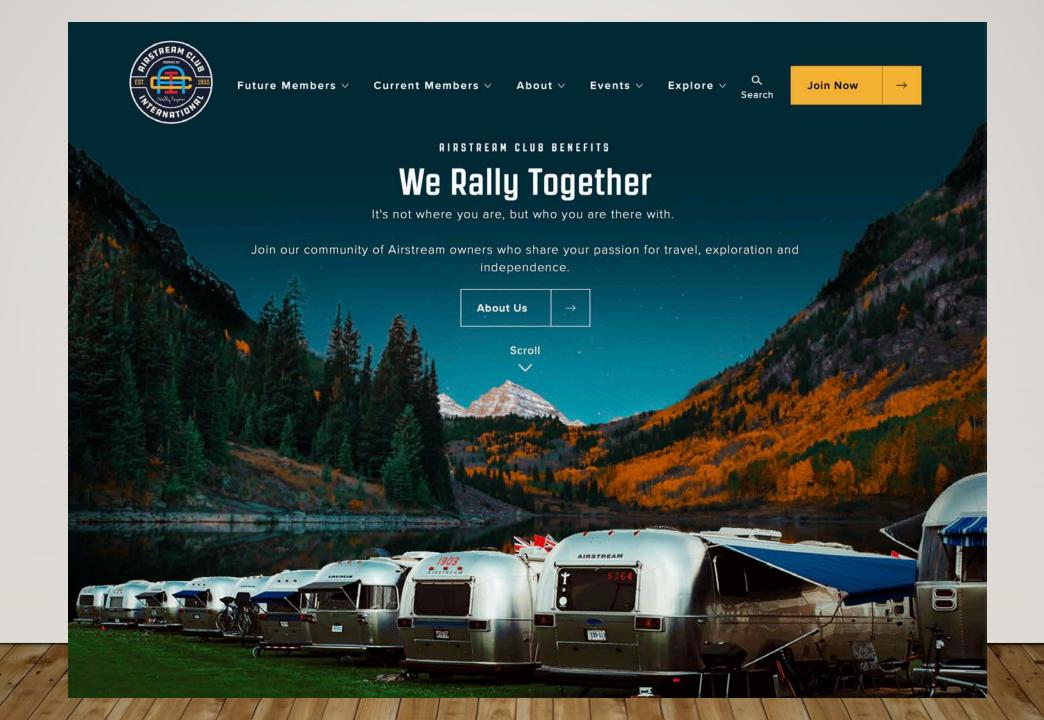
Phase 2 project kickoff

• Go-Live expected in April 2020

WHAT WE NEEDED **FROM** OUR WEBSITE

- Improved user experience with a new, modern design.
- A responsive design layout that allows use across smartphone, tablet and desktops.
- ADA (disability) compliance and support for visual impairments.
- Consolidated event calendar for all WBAC events, including easy self-service updates by Regions and Clubs.
- Modern, easy to implement brand-consistent templates for Region and Clubs sites.





WHAT WE NEED FROM OUR DATABASE

- WBAC presents unique twist to typical not-forprofit organizations.
- Ability to auto-renew membership, including affiliate & intra-club, on-line
- Real-time visibility for membership ambassadors at International, Region and Club level
- Enable the ability to allow multiple BRN associations, individual membership profiles, centralized tracking of Affiliate and IntraClub memberships, etc.

WHAT WE NEED FROM OUR MEMBER PORTAL

- Members
 - Self-service profile updates
- Regions, Clubs and Intra-clubs
 - Event (calendar) input and updates
- Access to member-only benefits
 - Courtesy parking
 - Discounts
 - Blue Beret, News&Views, etc

PROJECT: THREE PHASES

Phase One will deliver a <u>fully functional</u> public-facing website, replacing the current <u>wbcci.org</u> website at an expected one-time cost of between \$100,000 to \$150,000. In addition to replacing the main <u>wbcci.org</u> site, Phase one will also deliver the capability to begin migrating Region, Unit and Intra-Club websites to the new website platform. Approximate Go-Live for the Phase One <u>wbcci.org</u> site is expected to be six to nine months after a vendor agreement has been signed. Migration of Region, Unit and Intra-Club sites is expected to occur over a one year timeframe after the main <u>wbcci.org</u> site Go-Live.

Phase Two will deliver a <u>fully functional</u> membership management, plus region/unit/member self-service portal, replacing the current Filemaker database at an expected one-time cost of \$200,000, plus annual support and maintenance costs, traditionally equal to 10% of the initial systems cost. Determination of final scope, functionality, cost and schedule for Phase Two will occur over the next few months, culminating in a follow-up report and motion for Phase Two funding at the IBT in July 2019.

Phase 3: Ongoing development of additional office and membership capabilities (tbd)

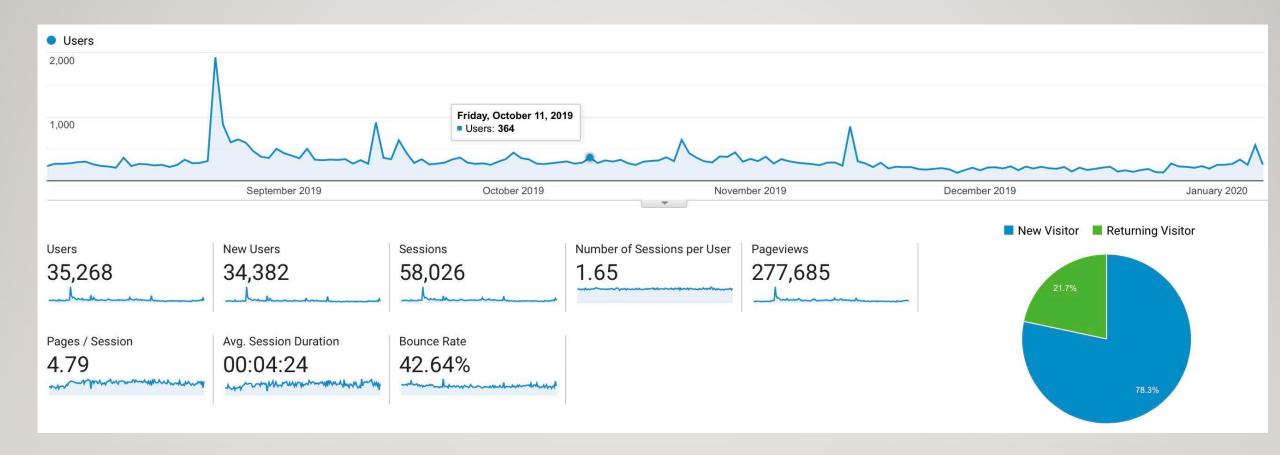
PHASE I (WEBSITE) UPDATE

Good

- Overall look and feel
- Club-wide calendar of events
- Improved Caravan functionality
- Find-a-Club maps
- Courtesy Parking maps
- Online forms

Needs Work

- Club-wide events map (coming soon)
- Training, assistance and reminders to Clubs re: Events



WEBSITE TRAFFIC (AUGUST 2019 TO JANUARY 2020

| | Acquisition | | | Behavior | | |
|--------------------------|---|--|--|--|---------------------------------------|---|
| Country ? | Users ? | New Users ? | Sessions ? | Bounce Rate ? | Pages / Session | Avg. Session Duration |
| | 35,268 % of Total: 100.00% (35,268) | 34,450 % of Total: 100.20% (34,382) | 58,026 % of Total: 100.00% (58,026) | 42.64% Avg for View: 42.64% (0.00%) | 4.79 Avg for View: 4.79 (0.00%) | 00:04:24 Avg for View: 00:04:24 (0.00%) |
| 1. Multiple States | 30,329 (86.08%) | 29,642 (86.04%) | 51,732 (89.15%) | 40.38% | 4.98 | 00:04:33 |
| 2. Canada | 2,657 (7.54%) | 2,599 (7.54%) | 3,461 (5.96%) | 59.95% | 3.47 | 00:02:42 |
| 3. 🗷 Argentina | 316 (0.90%) | 316 (0.92%) | 316 (0.54%) | 100.00% | 1.00 | 00:00:00 |
| 4. Handle United Kingdom | 299 (0.85%) | 290 (0.84%) | 371 (0.64%) | 42.86% | 3.87 | 00:03:36 |
| 5. Germany | 262 (0.74%) | 258 (0.75%) | 314 (0.54%) | 57.32% | 2.99 | 00:03:23 |
| 6. China | 129 (0.37%) | 129 (0.37%) | 129 (0.22%) | 99.22% | 1.01 | <00:00:01 |
| 7. France | 118 (0.33%) | 118 (0.34%) | 139 (0.24%) | 58.99% | 3.14 | 00:04:36 |
| 8. Japan | 90 (0.26%) | 90 (0.26%) | 101 (0.17%) | 85.15% | 1.94 | 00:00:58 |
| 9. 🔤 India | 88 (0.25%) | 88 (0.26%) | 98 (0.17%) | 69.39% | 1.78 | 00:00:34 |
| 10. (not set) | 84 (0.24%) | 79 (0.23%) | 92 (0.16%) | 82.61% | 1.79 | 00:01:15 |

WEBSITE TRAFFIC (AUGUST 2019 TO JANUARY 2020)

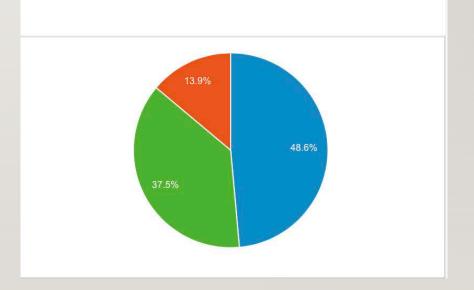
WEBSITE ACCESS (OPERATING SYSTEM AND BROWSERS) (AUGUST 2019 TO JANUARY 2020

| Or | perating System ? | Acquisition | | |
|----|-------------------|-----------------|-------------------------------|----|
| J. | returning dystem | Users | ? | 4 |
| | | 3 % of Total | 5,26 8: 100.00 (35,268 | % |
| 1. | iOS | 14,643 | (41.49 | %) |
| 2. | Windows | 9,676 | (27.41 | %) |
| 3. | Macintosh | 6,467 | (18.32 | %) |
| 4. | Android | 3,431 | (9.72 | %) |
| 5. | (not set) | 471 | (1.33 | %) |
| 6. | Linux | 459 | (1.30 | %) |
| 7. | Chrome OS | 144 | (0.41 | %) |
| 8. | BlackBerry | 3 | (0.01 | %) |
| 9. | Windows Phone | 2 | (0.01 | %) |

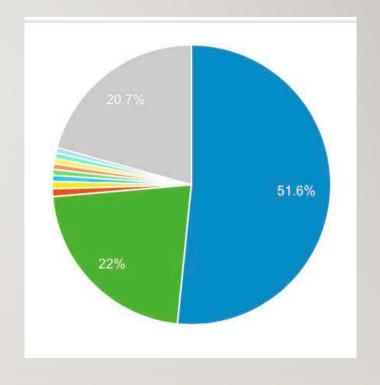
| D | rowser ? | Acquisition | | |
|-----|-------------------|-------------|------------------------------|--|
| В | owser (*) | Users ? ↓ | | |
| | | % of Total: | 5,268 100.00% (35,268) | |
| 1. | Safari | 17,637 | (50.19%) | |
| 2. | Chrome | 9,951 | (28.32%) | |
| 3. | Edge | 2,118 | (6.03%) | |
| 4. | Firefox | 1,828 | (5.20%) | |
| 5. | Safari (in-app) | 1,340 | (3.81%) | |
| 6. | Internet Explorer | 873 | (2.48%) | |
| 7. | Android Webview | 365 | (1.04%) | |
| 8. | Samsung Internet | 288 | (0.82%) | |
| 9. | 'Mozilla | 236 | (0.67%) | |
| 10. | Amazon Silk | 105 | (0.30%) | |

WEBSITE ACCESS (MOBILE VS. DESKTOP) (AUGUST 2019 TO JANUARY 2020

| Device Category | Users |
|-----------------|--|
| | 35,268 % of Total: 100.00% (35,268) |
| 1. ■ desktop | 17,182 |
| 2. ■ mobile | 13,278 |
| 3. ■ tablet | 4,919 |
| | |



| Mobile Device Info | Users | Users |
|------------------------------------|---------------------------------------|---------------------------------------|
| | 18,232 % of Total: 51.70% (35,268) | 18,232 % of Total: 51.70% (35,268) |
| 1. ■ Apple iPhone | 9,374 | 51.61% |
| 2. ■ Apple iPad | 4,002 | 22.03% |
| 3. ■ Samsung SM-G950U Galaxy S8 | 164 | 0.90% |
| 4. Samsung SM-G960U Galaxy S9 | 149 | 0.82% |
| 5. ■ Apple iPhone X | 130 | 0.72% |
| 6. ■ Samsung SM-N960U Galaxy Note9 | 122 | 0.67% |
| 7. Microsoft Windows RT Tablet | 117 | 0.64% |
| 8. not set) | 116 | 0.64% |
| 9. Samsung SM-G930V Galaxy S7 | 116 | 0.64% |
| 10. Samsung SM-N950U Galaxy Note8 | 108 | 0.59% |



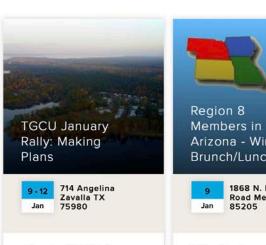
DEVICE TYPE (AUGUST 2019 TO JANUARY 2020)

Events

ADOPTION OF CLUB-WIDE EVENT CALENDAR

(371 EVENTS IN 2020)





- Thursday Night Movie

- Saturday Night Potluck

Supper/Planning Results

Try a new recipe

- Friday Night Hors d'oeuvres -

- Saturday Morning Breakfast

- Hosts - 2020 TGCU Officers

- Sunday Morning Donuts and





- Gather Together with Other Midwest Airstream Club Again the First Thursday of the
- Brunch and Luncheon Time: 10:00am

month* *Except January





200 Walnut Hill Ave #1 Hillsboro TX 76645

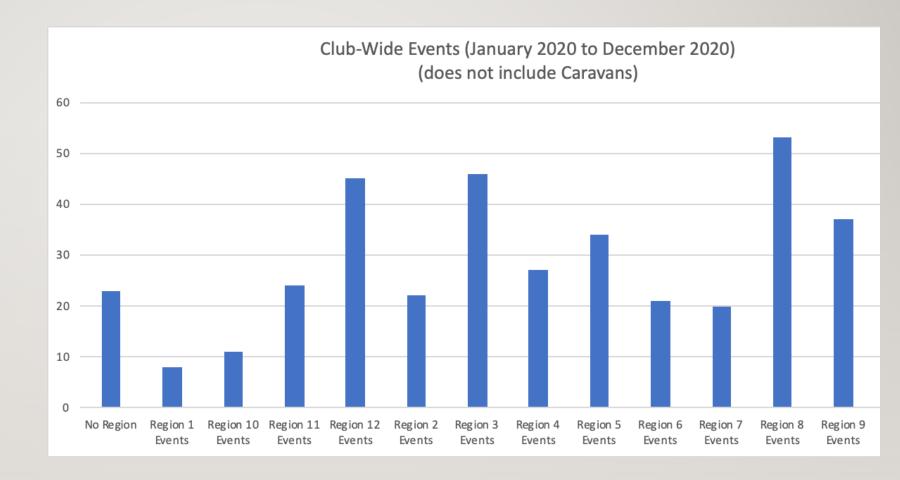
While January is typically a cold time of the year, come enjoy HOTC's warm fellowship at North Texas Airstream Community, a premier Airstream only community.



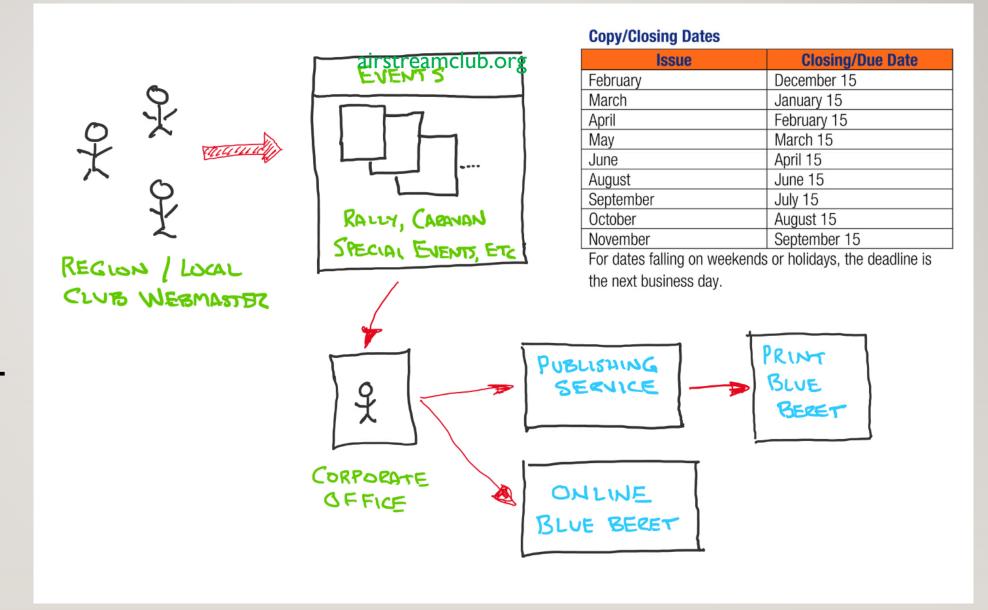


Join the South Coast California Airstream Club on our January, 2020 rally at Pala Casino and **RV Resort**

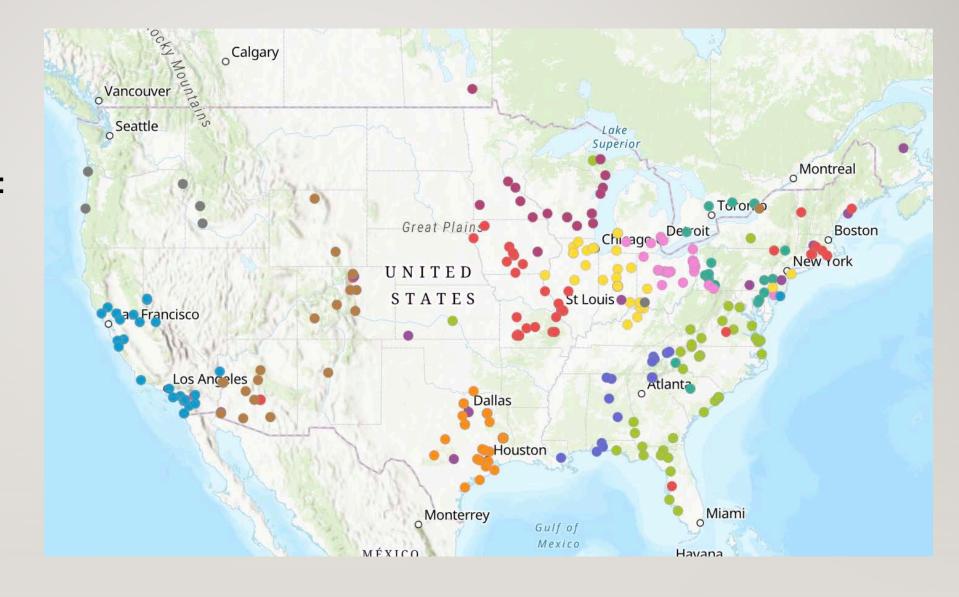
ADOPTION OF CLUB-WIDE EVENT CALENDAR (371 EVENTS IN 2020)



EVENTS
CALENDAR
DIRECTLY
DRIVES
BLUE BERET

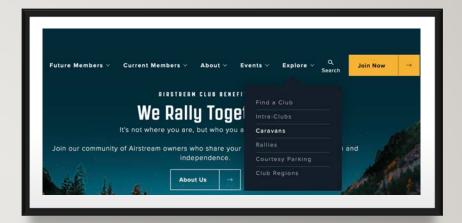


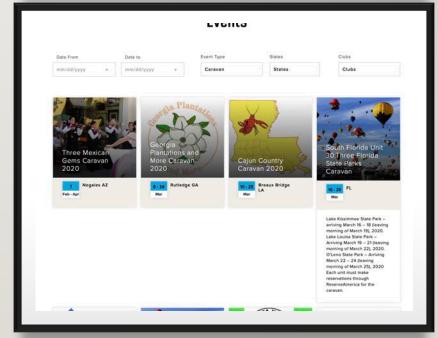
ADOPTION OF CLUB-WIDE EVENT CALENDAR (371 EVENTS IN 2020)



CARAVANS

(45 AS OF JANUARY 2020)





NEW CARAVAN PROCESS

- More visibility
- More coordination with Corporate
- Online application process
- Centralized banking
- Online registration and payment

Future Members

Current Members

About

Events Explore

Q Search

Join Now

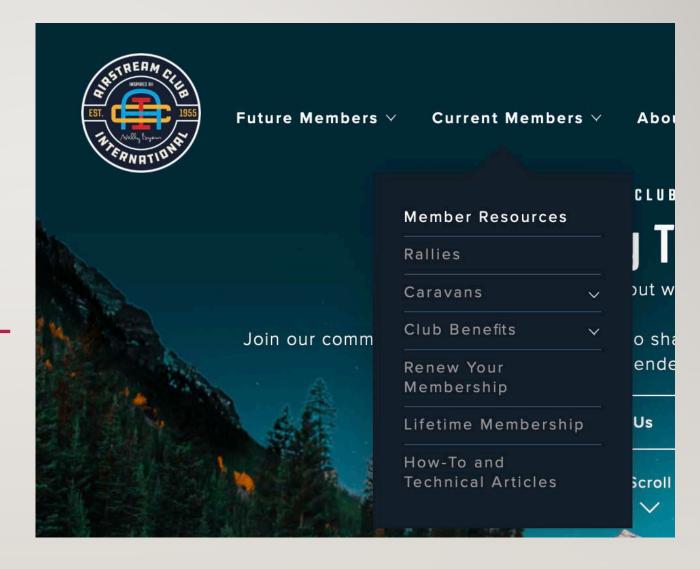


2020 Three Mexican Gems Caravan Registration

| Airstream Number / WBCCI Member Number * | |
|--|---|
| | 3 |
| Number of Adults * | |
| | € |
| Number of Children | |
| | € |
| Number of pets | |
| | © |



PUBLIC-FACING MEMBER RESOURCES AREA



PUBLIC-FACING MEMBER RESOURCES AREA

Contact Us

Questions? Need Help?

Membership

- Renew
- Join
- Blue Beret Membership Magazine
- Order Big Red Numbers
- Courtesy Parking
- Online Club store (merchandise, clothing, membership material, etc)
- Club YouTube Channel (includes video recordings of International business meetings)

Caravans, Events and Rallies

- Caravans
- · Events and Rallies
- ACI Regions
- International Rallies
- Blue Beret Copy Deadlines

Official Forms

- Club and Unit Officer Reporting Form
- Club and Unit Communication Form
- Other Assorted Guides and Manuals

PHASE 2

MEMBERSHIP DATABASE AND MEMBER SELF-SERVICE PORTAL

GOALS FOR DATABASE AND PORTAL

- Modernized Region and Local Club websites
 - Mandatory migration from WordPress...
- Centralized portal for members to maximize their membership experience.
 - Self-service personal information update
 - Access to member-only benefits
- Tools and information for Club officers make their lives easier as an officer
 - Access to membership information
- Centralized, lower-cost banking option for Local Clubs and Regions
- Tools to enable easy, supported online event registration and payment

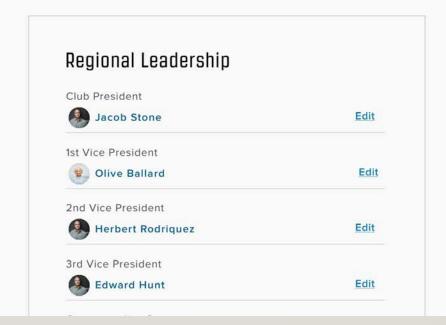
NEW REGION WEBSITES

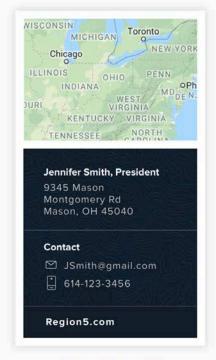


DATE CHARTERED - 1/10/1977

Region 5

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nulla non massa lorem. Vestibulum porta augue ex, in interdum ex sollic itudin sit amet. Mauris ultricies iaculis lectus in pellentesque.















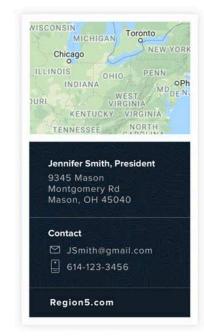


UNITS, CLUBS AND INTRACLUBS

Cincinnati Ohio Airstream Club

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nulla non massa lorem. Vestibulum porta augue ex, in interdum ex sollic itudin sit amet. Mauris ultricies iaculis lectus in pellentesque.









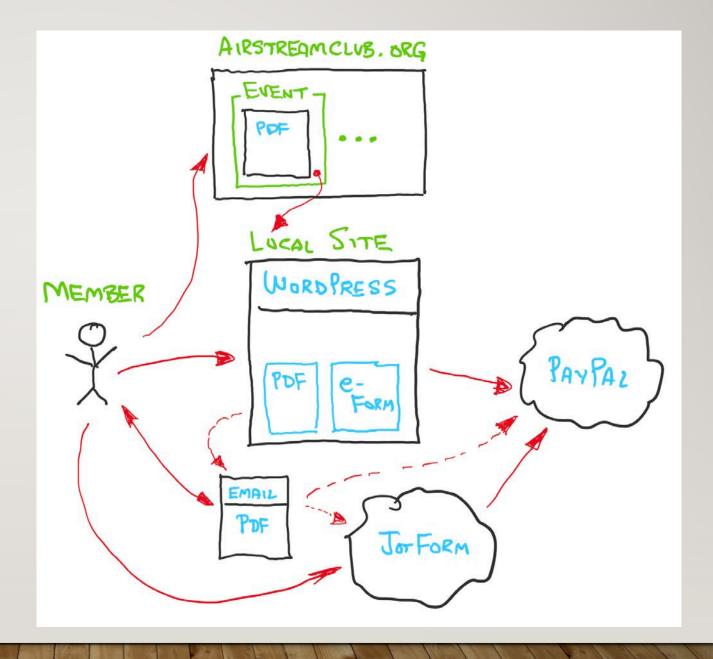




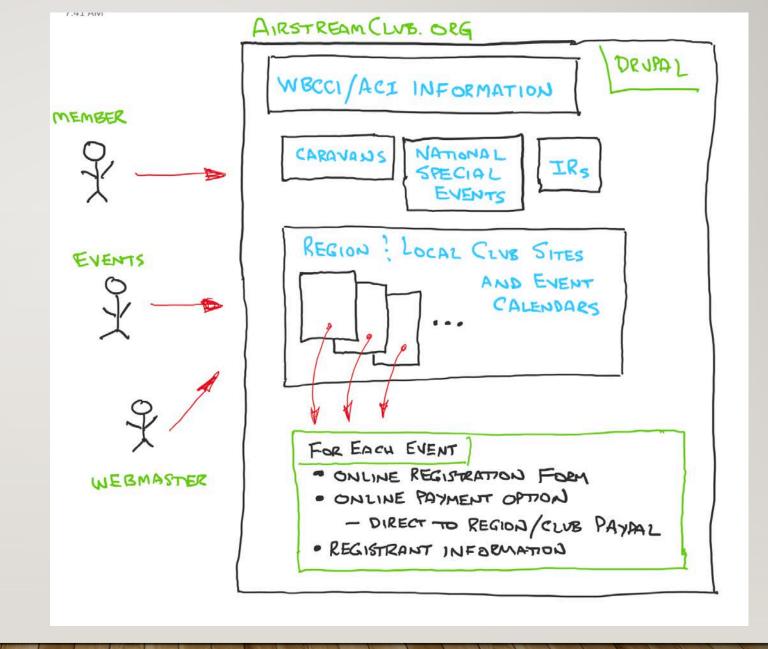
Club Number 5679

Last Legal Update 1/10/2019

CURRENT EVENT REGISTRATION PROCESS



NEW EVENT REGISTRATION PROCESS

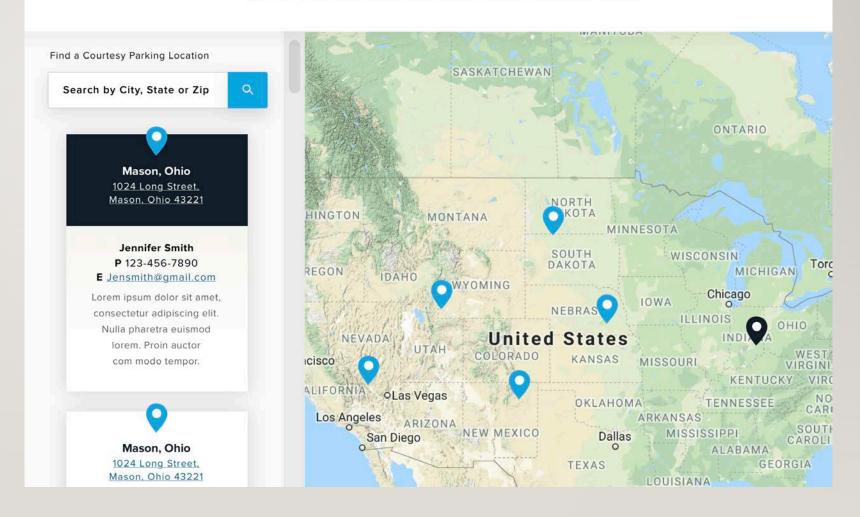


COURTESY PARKING DIRECTORY

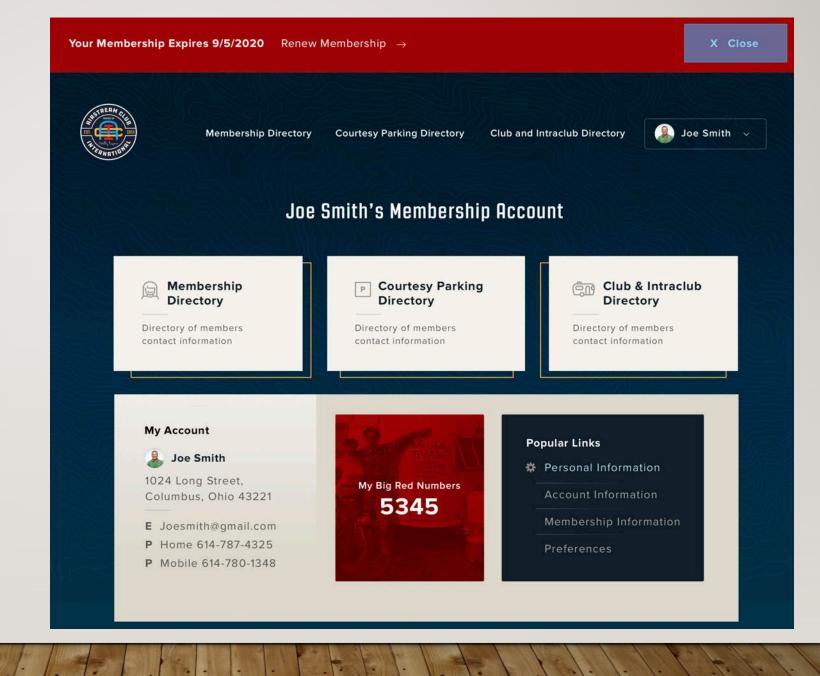
(LOGGED-IN MEMBERS ONLY)

Courtesy Parking Directory

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Integer pulvinar ipsum sit amet nunc vestibulum. Ut scelerisque non nulla a tempor.

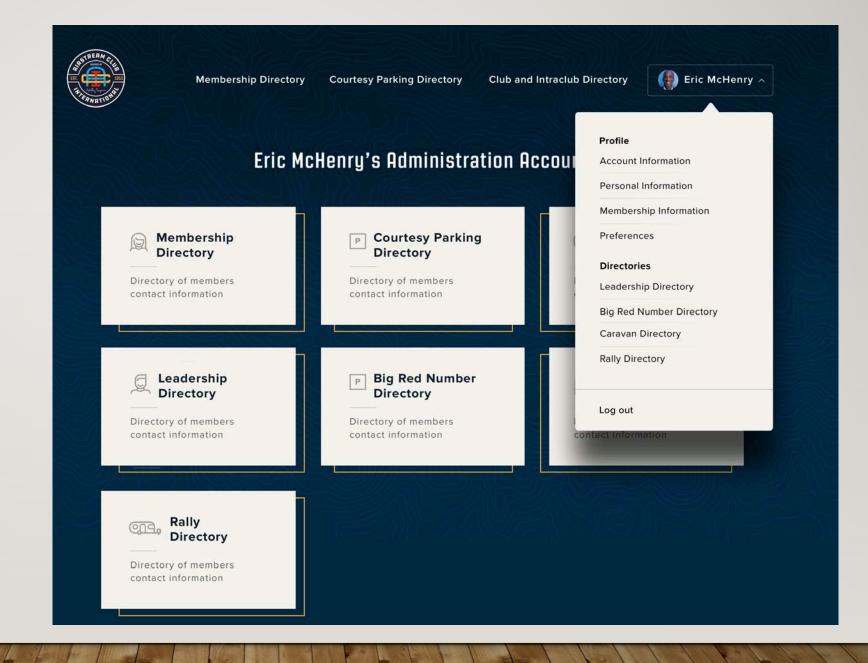


(LOGGED-IN MEMBERS ONLY)



MEMBER PORTAL

(LOGGED-IN MEMBERS ONLY)



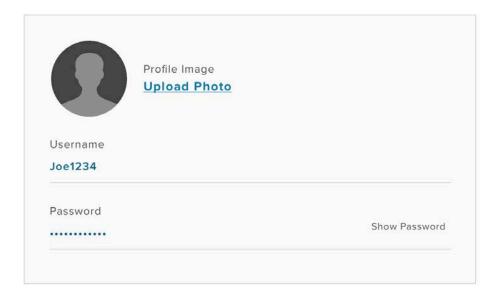
SELF-SERVICE MEMBER ACCOUNT INFORMATION

(LOGGED-IN MEMBERS ONLY)



Account Information

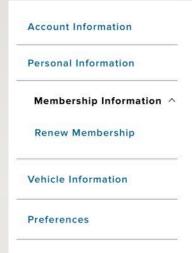
Lorem ipsum dolor sit amet, consectetur adipiscing elit. Integer pulvinar ipsum sit amet nunc vestibulum. Ut scelerisque non nulla a tempor.



Save Profile \rightarrow

SELF-SERVICE MEMBERSHIP INFORMATION

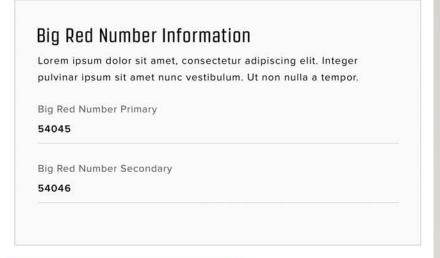
(LOGGED-IN MEMBERS ONLY)



Membership Information

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Integer pulvinar ipsum sit amet nunc vestibulum. Ut scelerisque non nulla a tempor.

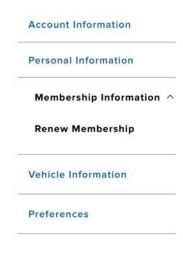




Save Membership Information

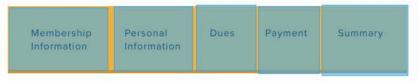
SELF-SERVICE MEMBERSHIP RENEWAL

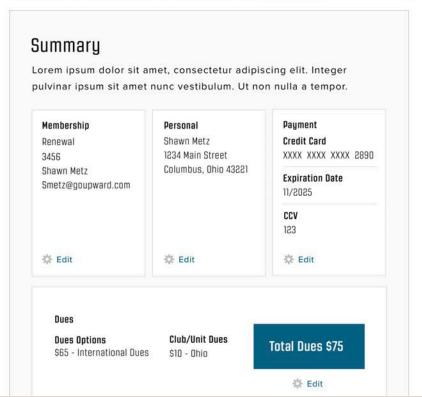
(LOGGED-IN MEMBERS ONLY)



Renew Membership

Wally Byam Caravan Club International Online Renewal Form. Please use this form if you are renewing your membership. Please <u>click here</u> if you are a new member wishing to join Airstream Club International.



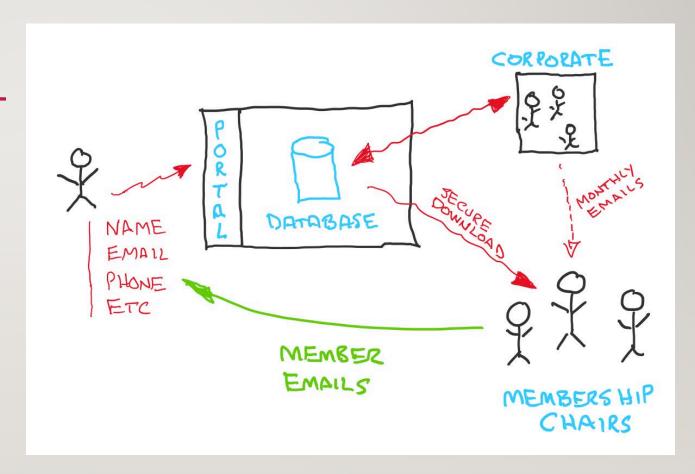


STAFF (AND MEMBER) EFFICIENCY EXAMPLES

- Current vs. new VIN process
- Updating member contact information
 - Self-service vs. Staff
 - Accurate and updated (hopefully!)
- Online BRN research and lookup
- Online membership and Leadership lookup
- Region/Local Club member contact information
 - Email and mailing addresses

NEW FOR MEMBERSHIP CHAIRS

- Secure, anytime download of member contact information.
- No need to keep separate member contact email "distribution list"
- Immediately reflects member contact information changes, new members, etc



SELF-SERVICE MEMBER COMMUNICATIONS PREFERENCES

(LOGGED-IN MEMBERS ONLY)

| Account Information |
|------------------------|
| Personal Information |
| Membership Information |
| Vehicle Information |
| Preferences |
| |

Preferences

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Integer pulvinar ipsum sit amet nunc vestibulum. Ut scelerisque non nulla a tempor.

| | eference | 5 | |
|----------|----------------|------------|--|
| Com | nmunication I | Preference | nce |
| ✓ | Email | Ma | lail |
| Blue | Beret Prefe | rence | |
| 1 | Email | Ma | lail |
| Men | nbership Dire | ctory Pre | reference |
| ✓ | Email | Ma | lail |
| Publ | lish Contact I | nfo in Me | Membership Directories (includes online and print) |
| V | Yes | No | 0 |
| Ren | ewal Prefere | nce | |
| 1 | Electronic | Pa | aper |
| | ment Prefere | nce | |
| Payr | | | |

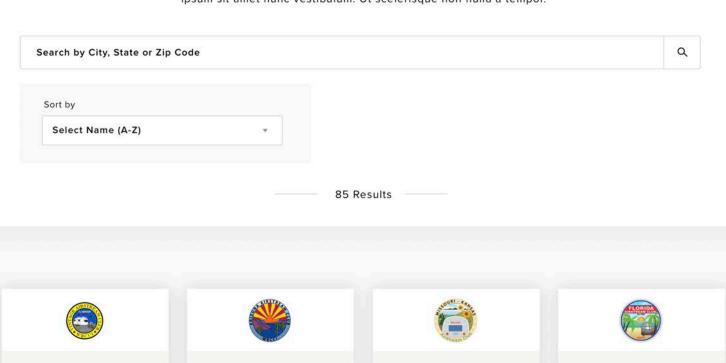
Save Preferences

CLUB DIRECTORY

(LOGGED-IN MEMBERS ONLY)

Club and Intraclub Directory

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Integer pulvinar ipsum sit amet nunc vestibulum. Ut scelerisque non nulla a tempor.



Airstream club of central Ohio

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nulla pharetra euismod lorem, non dapibus urna efficitur at. Proin auctor com modo tempor. Cras odio

Airstream club of central Ohio

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nulla pharetra euismod lorem, non dapibus urna efficitur at. Proin auctor com modo tempor. Cras odio

Airstream club of central Ohio

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nulla pharetra euismod lorem, non dapibus urna efficitur at. Proin auctor com modo tempor. Cras odio

Airstream club of central Ohio

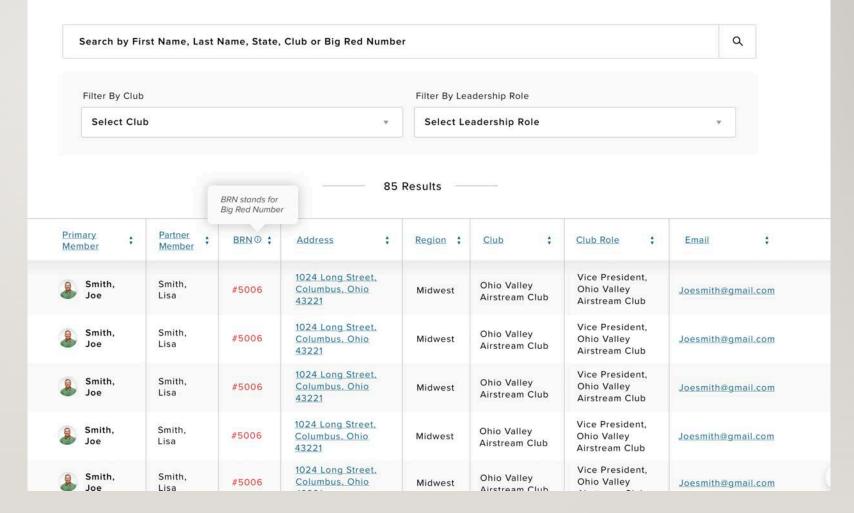
Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nulla pharetra euismod lorem, non dapibus urna efficitur at. Proin auctor com modo tempor. Cras odio

MEMBERSHIP DIRECTORY

(LOGGED-IN MEMBERS ONLY)

Membership Directory

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Integer pulvinar ipsum sit amet nunc vestibulum. Ut scelerisque non nulla a tempor.

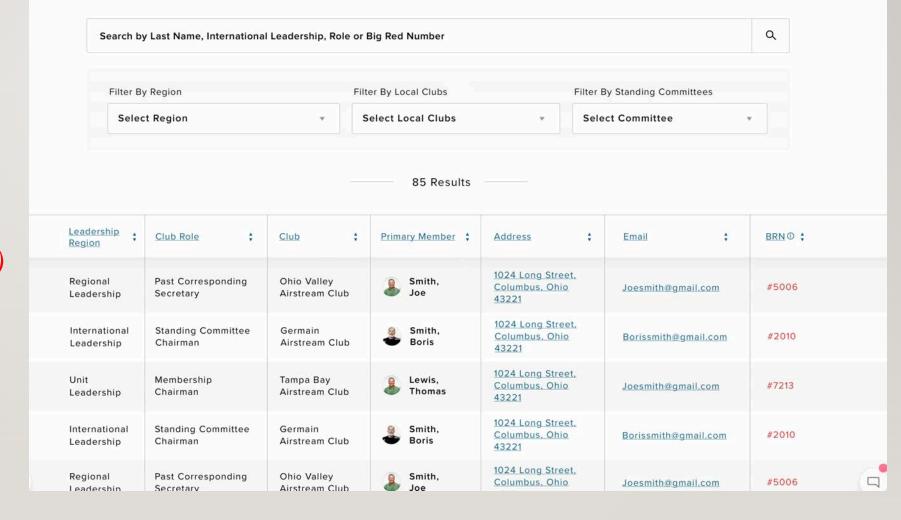


CLUB LEADERSHIP DIRECTORY

(LOGGED-IN MEMBERS ONLY)

Leadership Directory

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Integer pulvinar ipsum sit amet nunc vestibulum. Ut scelerisque non nulla a tempor.

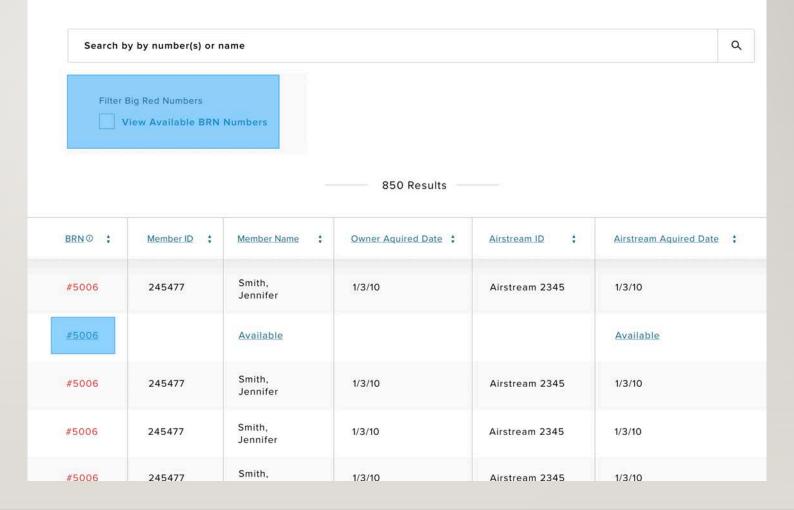


BIG RED NUMBER DIRECTORY

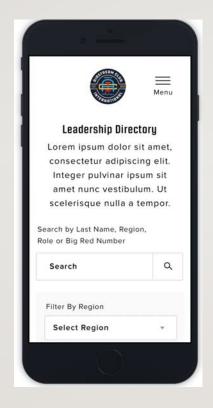
(LOGGED-IN MEMBERS ONLY)

Big Red Numbers

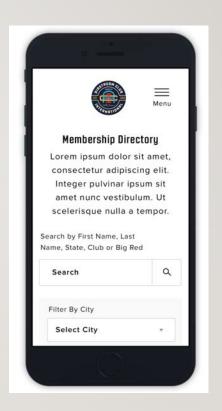
Lorem ipsum dolor sit amet, consectetur adipiscing elit. Integer pulvinar ipsum sit amet nunc vestibulum. Ut scelerisque non nulla a tempor.











MOBILE

WEBSITE MIGRATION PLAN

- This is a mandatory migration, to occur over roughly one year.
- Assistance will be provided by the ITC.
- Regions and Local Club websites MUST be on the new platform (no alternatives).
- Multi-phase migration schedule.
- After deadline, WordPress will be shut down.

Migration Phases

- I) Small number of test sites, managed by skilled webmasters (~5-10 sites). Goal is to fine tune the process and create documentation and training.
- 2) All Region and Intra-Club sites (~15)
- 3) Ist wave of Local Club sites (~30)
- 4) 2nd wave of Local Club sites (~30)
- 5) 3rd and final wave of Local Club sites (~30)

INFORMATION TECHNOLOGY COMMITTEE (ITC)

- Provides assistance to webmasters (technical communication, training, password assistance, best-practice examples, etc).
- Utilizes new "helpdesk" tracking send emails to itc@airstreamclub.net
- New blog for webmasters

INFORMATION TECHNOLOGY COMMITTEE (ITC)





Thanks!

WEBSITE AND DATABASE PROJECT UPDATE

2020 MID-WINTER IBT - JANUARY 2020, LASVEGAS, NV

ERIC MCHENRY, LORI PLUMMER, MARC NIJDAM

BACKGROUND SLIDES

MEMBERSHIP MODEL

REGULAR MEMBERSHIP

- · Spouse #1
- · SPONSE # 2
- · 1 Vove

CURRENT

NUMBER = MEMBERSHAR

MEMBER AT LARGE

- · SPOUSE 1
- · SPOUSE #2
- · NO VOTE
- . ONE AIRSTREAM NUMBER

#65

ALL MEMBERS

- · PRIMARY MEMBER

 - 1 VOTE MEMBER ID NUMBER
- · PARTNER MEMBER
 - I VOTE
 - MEMBER ID NUMBER
- · AIRSTREAM NUMBER
 - FIRST ONE FREE
 - ADDITIONAL \$ 10/YEAR

WHY A CUSTOM DATABASE?

- The business needs of WBAC preclude us from using an off-the-shelf member management systems.
 - Unlike most clubs or non-profits, we have over 120 sub-clubs distributed across a regional structure, a signature BRN administrative process, the need to conduct voting, and the complexity of a distributed membership attraction and retention strategy.
 - Off-the-shelf solutions won't deliver what our members, regions, clubs and office staff need.











