

New Jersey Chapter of BMW CCA Board Meeting

April 13, 2022

Board members present: Paul Ngai, Allison Mack, Bob Isbitski, Jeff White, Dave Allaway, Jamie Kavalieros, Ross Karlin, Matthew Cahn, Mark Hulbrock(*). Board members absent: Marc Biunno, Rich Altman, Colin Vozech. Others present: Neil Gambony, Bill Van Ocker, Ron Gemeinhardt, Larry Engel, Mirril McMullen, Elihu Savad(*), Kevin Sheehy(*). (* via video/teleconference)

President

Paul Ngai called the meeting to order at 7:30 PM at Alfonso's. Jamie Kavalieros motioned to accept the March minutes as distributed and Jeff White seconded (approved unanimously). Paul thanked the Driving Events Committee for a good first event and congratulated the ITS graduates. Paul reported that Rich Altman is stepping down as Director of Social Events. Paul noted that for April we have 22 new members and 59 lapsed memberships. The Power of M exhibition and launch event will be hosted by the M Chapter May 13-14th. Paul congratulated Larry Engel as our newly installed Regional VP.

Regional Vice President

Larry thanked Jeff Caldwell for his service to the club as RVP. Larry reported that most, but not all, chapters are declining in membership. Those that are doing better have a more dynamic social media presence. We need to attract a new demographic with different car activities. For example, the X Chapter is more about social activities. There will be an "i" Chapter soon. Overall, the club is in pretty good shape. The membership surge due to the rebate program has mostly rolled-off. We need to promote the BMW rebate program with salespeople. Larry noted that we need to be vigilant on waivers at driving events, and we should expect that insurance rates will go up.

Vice President

Allison Mack thanked Rich Altman and noted his help, especially with the 50th Anniversary event. April 28th (Thursday) will be our Show & Shine event. Allison will be putting together three baskets of car detailing products as awards. There will be a non-member (non-CCA) charge of \$10. Planned membership meetings are: May 26th at Tyspeed Automotive in Jackson, June 17th at eMpower Automotive in Belvidere, July 21st at BMW of Bridgewater, August 24th or 25th at Mountainside Mobile Detailing, September at Circle BMW in Eatontown, and October 20th at Shade Tree Garage in Morristown. There will be iX / i4 launch events at BMW of Bridgewater and Circle BMW. The Biergarten at Deutscher Club of Clark will be July 8th.

Driving Events

Jeff White thanked Mark Hulbrock and HYTORC for hosting our recent Regional Instructor Seminar, Oleg Satanovsky and Jay Hanson of BMW NA for their assistance and i4 and M3 displays, and Jeff Caldwell for his assistance. Jeff noted that we had eight graduates out of eight candidates at our recent Instructor Training School. We will jointly market, with National Capitol Chapter (NCC), an M Day at the BMW Performance Center, for which BMW NA is honoring our previous deposit. NCC does three of these per year and has had a waiting list on each.

Jamie Kavalieros reported that our first driver school went well, despite every type of weather but snow. We had 13 novices. One third of the sign-ups were within the last week of open registration. Jamie is talking to NJMP about moving next year's event to May. Registrations for the June event are building, and we have quite a few sign-ups for Summit Point. Jeff noted that our new fast-track tech inspections are a great safety feature for late sign-ups.

Larry Engel has two Tire Rack Street Survival dates confirmed with Bergen County: June 12th and September 18th. Larry is desperate for coaches. Registration is not yet open.

Elihu Savad reported on the autocross program. We have 22 sign-ups for the April 24th autocross, many X Class. There was a discussion on waivers. Larry will obtain clarification on non-member participation or attendance. This is an insurance issue, rather than tax issue, at this time. Elihu noted that our autocross schedule is not on Facebook but Mark Hulbrock will correct. Mark suggested an e-mail in the event of an autocross cancellation.

Ross Karlin reported on the planned June club race at NJMP. The Westlake School students will be coming down on Tuesday. Much help will be needed, including extra grid workers and to free-up tech workers for spot safety checks. Ross noted that the recent VIR event had 109 racers.

Treasurer

Matthew Cahn distributed and reviewed the current income & expense and balance sheet (see attached). We had a \$10,021 loss at our April event. Matthew will invoice the DelVal and New York chapters accordingly.

Members-at-Large

Mark Hulbrock reported that e-mails have helped to boost late registrations. Mark will send an e-mail tomorrow for the April 24th autocross.

Old Business

Jamie noted that we have a limited supply (5) of loaner helmets, which are non-shareable.

New Business

The next board meeting was set for May 11th at Alfonso's. Jeff motioned to adjourn at 8:58 PM and Ross seconded (approved unanimously).

Respectfully submitted,

Dave Allaway, Secretary

Board Meeting – 13 April 2022

Event/Category	Income	Expense	Net	Notes
NJMP April 2022 Thunderbolt	\$37,316	\$48,195	(\$10,879)	
NJMP June 2022 Thunderbolt	\$0	\$9,526	(\$9,526)	
SPR July 2022 Summit Point	\$0	\$0	\$0	
SPR October 2022 Shenandoah	\$0	\$0	\$0	
Miscellaneous operations	\$0	\$0	\$0	
Other (Non-recurring)	\$0	\$4,174	(\$4,174)	Helmets, T-Shirts
Total Driving Events	\$37,316	\$61,895	(\$24,579)	
Advertising/Newsletter	\$4,153	\$0	\$4,153	
Dues/Membership	\$4,044	\$0	\$4,044	
Telecomm. & Media	\$0	\$351	(\$351)	
Autocross	\$0	\$1,150	(\$1,150)	
Instructor seminar	\$0	\$0	\$0	
Rally	\$0	\$0	\$0	
Social Events	\$0	\$82	(\$82)	
Street Survival	\$3,125	\$602	\$2,523	
Toolbox	\$0	\$0	\$0	
Meetings/Travel	\$0	\$59	(\$59)	
Fundraising & Donations	\$0	\$11,000	(\$11,000)	
Miscellaneous	\$5	\$635	(\$631)	
Total Other	\$11,327	\$13,880	(\$2,554)	

Total **\$48,642** **\$75,775** **(\$27,133)** **Net as of Apr 2021: (\$20,816)**

Net as of May 2021 (after 1st DE) **(\$41,173)**

Balance Sheet		
	Current	12/31/2021
Checking (combined)	\$71,520.24	\$77,604.32
Savings	\$50,066.86	\$50,062.29
	\$121,587.10	\$127,666.61
Assets	\$4,746.26	\$4,746.26
Newsletter deposit	\$1,500.00	\$1,500.00
Venue rental deposits	\$11,200.00	\$32,253.00
	\$17,446.26	\$38,499.26
Total assets	\$139,033.36	\$166,165.87