

New Jersey Chapter of BMW CCA Board Meeting

January 11, 2023

Board members present: Paul Ngai, Jeff White, Dave Allaway, Allison Mack, Josephine Skwish, Wade Howard, Matthew Cahn*, Jamie Kavalieros, Mark Hulbrock, Bob Isbitski*, Ross Karlin. Board members absent: none. Others present: Elihu Savad*, Neil Gambony, Vinny Vigorito, Brian Morgan, Larry Engel, Mirril McMullen. (* via video/teleconference)

President

Paul Ngai called the meeting to order at 7:33 PM at Alfonso's. Jeff White motioned to accept the November minutes as distributed and Allison Mack seconded (approved unanimously).

Paul motioned to appoint the following: Ross Karlin and Jamie Kavalieros as Members-at-Large, Wade Howard as Director of Communications, and Vinny Vigorito as Membership Retainment chair. Jamie Kavalieros seconded (approved unanimously). No appointments were made for Business Manager, Webmaster, or Newsletter Editor.

Ross Karlin proposed a \$500 donation to the NJ Sharing Network in memory of former chapter president Gary Bossert. Jamie Kavalieros seconded (approved unanimously).

Paul stressed the importance of driver safety and training as a key aspect of all club activities, and his intent to increase social activities.

Regional Vice President

Larry Engel reported on the regional meeting. Nominations are now open for national recognition awards. Larry noted that the NJ Chapter membership has declined from approximately 2,900 in 2015 to 2,400. Bill O'Neil is making revisions to the Driving Events Committee operating manual. The chapter operations manual has been updated as of November. The North Atlantic regional conference (one day) will be April 1st at the Newark Airport Marriot. O'Fest Forever will be 9/27 to 10/1 in Newport, R.I. with a driver event at Thompson on Friday 9/29. The host hotel will be the Crown Plaza in Warwick, R.I. Autocross will be Thursday 9/28, Saturday 9/30 will be Cars & Coffee and Concours. Sunday will be a tour of the Audrain Auto Museum. A regional event will be held at the Carlisle, Pa. auto show on 5/12 and 5/13 (Friday/Saturday). Larry requested to be notified of any problems with the national website, or any other issues with national.

Vice President

Allison Mack reported that the January meeting will be 1/18 at Shade Tree Garage with a focus on winter tires and winter car care. February will be 2/23 at the Deutscher Club of Clark (DCC) with a driving events topic. June 17th will be at eMpower. Our Show & Shine at the DCC will probably be in May.

Driving Events

Jeff White reported that an e-mail will be going out on a collaboration with National Capital Chapter for four ///M Club Days at Spartanburg. A questionnaire has been sent to 2022 autocross attendees. There was a discussion on the ongoing conflict with the Vintage Racers Group (VRG) event and our Shenandoah driver school. We have decided not to do a club race at Lightning, and to do retain or Shenandoah date, as they are 100% booked on weekends. Jeff solicited volunteers to be the Fall Rallymaster. Jamie proposed a group drive to NJMP, with pizza and instructor rides at our April school. Wade will coordinate with Jamie as a possible Spring Fun Drive. Mirril noted that he will run tech on Friday and Saturday but will need backup on Sunday. Larry reported that our Tire Rack Street Survival schools will be 6/11 and 9/10, pending availability from Bergen County. Elihu Savad reported that he has six autocross dates confirmed.

Treasurer

Matthew Cahn e-mailed the year-end financials (see attached). Deposits for the 2023 April and June events at NJMP were sent in November. Deposits for Summit Point are awaiting receipt of their contracts. Matthew e-mailed Ewald at the DCC to remind him that we still need an invoice from last August so we can pay them for that event. A check was sent to NORWESCAP for the cash donations (\$747) from the Fun Drive, as well as the generous checks that participants wrote directly to them (\$300). They sent us a nice thank-you letter. The IRS is still requesting more time to review our disputed penalties. At this point, we will pay the penalties and request a refund should the review be in our favor. Ross Karlin asked that the Westlake School donation be decided by the next board meeting.

Business Manager

Allison Mack reported that Circle BMW and Shade Tree Garage have renewed their advertising sponsorships. Two other advertiser/sponsors are expected to renew.

Secretary

Dave Allaway reported on the election results, with the uncontested slate (see November minutes) approved and the proposed bylaw revisions approved unanimously.

Social Events

Josephine Skwish reported that we had over 200 BMW's and 50 other cars at our last Cars & Coffee. Wade distributed a combined calendar of chapter events for 2023. Three Cars & Coffee events are planned, including south (NJMP), central and north. We sold one third of our C&C shirts at the last event, including post-event mail orders from as far away as California, and made back our initial investment. Josephine reported that she is planning themed get-togethers, including Vintage Pizza Night (5/12), Go-Karting (7/21), Drive-In Movie Night (8/5) and Fall Picnic (9/24).

Communications

Wade Howard is collecting information and setting dates for 2023 marketing to ensure that e-mail "pushes" go out in a timely manner and without confusing overlaps. The dates will be posted for the board on Google Calendar. Wade reported on the strategic planning group which will be setting goals, action items and metrics for a 2-3 year plan. Neil Gambony thanked Wade for last fall's Fun Drive which raised over \$1,000 for NORWESCAP.

Members-at-Large

Mark Hulbrock reported that he did a late December save-the-date for 2023 driver schools, with an outstanding 60% open rate. Mark will do January/February meeting reminders and ///M Club Day dates. We now have 1,932 Instagram followers and 1,436 Facebook followers. Bob Isbitski is continuing to keep everything up to date on social media and has been posting some articles.

New Business

Paul suggested that we should have some logo clothing. National has discontinued the Lands' End club merchandise program. It was noted that the Westlake School does embroidered hats.

Jeff thanked Ross for his letter in the Roundel remembering Gary Bossert.

The next board meeting was set for February 8th at 7:30 PM at Alfonso's. Ross motioned to adjourn at 9:19 PM and Jamie seconded (approved unanimously).

Respectfully submitted,

Dave Allaway, Secretary

| Year-end 2022 | | | | |
|-----------------------------|------------------|------------------|-----------------|--------------------------------------|
| Event/Category | Income | Expense | Net | Notes |
| NJMP April 2022 Thunderbolt | \$46,993 | \$50,881 | (\$3,888) | |
| NJMP June 2022 Thunderbolt | \$49,154 | \$42,046 | \$7,108 | |
| SPR July 2022 Summit Point | \$49,566 | \$35,297 | | |
| SPR October 2022 Shenandoah | \$0 | \$2,620 | (\$2,620) | |
| Miscellaneous operations | \$453 | \$0 | \$453 | |
| Other (Non-recurring) | \$0 | \$4,291 | (\$4,291) | |
| Total Driving Events | \$146,166 | \$135,134 | \$11,032 | |
| Advertising/Newsletter | \$4,753 | \$0 | \$4,753 | |
| Dues/Membership | \$13,275 | \$0 | \$13,275 | |
| Telecomm. & Media | \$0 | \$1,136 | (\$1,136) | |
| Autocross | \$20,509 | \$15,671 | \$4,839 | |
| Instructor seminar | \$0 | \$528 | (\$528) | |
| Rally | \$0 | \$0 | \$0 | |
| Social Events | \$693 | \$3,228 | (\$2,535) | |
| Street Survival | \$5,625 | \$3,702 | \$1,923 | |
| Toolbox | \$0 | \$0 | \$0 | |
| Meetings/Travel | \$0 | \$776 | (\$776) | |
| Fundraising & Donations | \$1,120 | \$12,120 | (\$11,000) | |
| Miscellaneous | \$796 | \$4,208 | (\$3,412) | |
| Total Other | \$46,771 | \$41,367 | \$5,404 | |
| Total | \$192,937 | \$176,501 | \$16,436 | Net @ Year-end 2021: \$12,590 |

| Balance Sheet | | |
|-----------------------|---------------------|---------------------|
| | Current | 12/31/2021 |
| Checking (combined) | \$91,214.40 | \$77,604.32 |
| Savings | \$50,081.96 | \$50,062.29 |
| | \$141,296.36 | \$127,666.61 |
| Assets | \$4,746.26 | \$4,746.26 |
| Newsletter deposit | \$1,500.00 | \$1,500.00 |
| Venue rental deposits | \$35,059.00 | \$32,253.00 |
| | \$41,305.26 | \$38,499.26 |
| Total assets | \$182,601.62 | \$166,165.87 |