

## **New Jersey Chapter of BMW CCA Board Meeting**

**March 15, 2023**

Board members present: Paul Ngai, Jeff White, Dave Allaway, Allison Mack, Josephine Skwish\*, Wade Howard, Matthew Cahn, Jamie Kavalieros, Bob Isbitski, Ross Karlin, Lou D'Angeli. Board member absent: Mark Hulbrock. Others present: Elihu Savad\*, Neil Gambony, Brian Morgan, Larry Engel, Mirril McMullen, Ron Gemeinhardt, Mark Mallory\*, Ron Acher, John Connolly. (\* via video/teleconference)

### **President**

Paul Ngai called the meeting to order at 7:31 PM at Alfonso's. Jeff White motioned to accept the February minutes as distributed and Jamie Kavalieros seconded (approved unanimously). Jeff White motioned to appoint Lou D'Angeli as Business Manager and Jamie Kavalieros seconded (approved unanimously). Paul announced that BMW NA has agreed to host a BMW Vehicle Distribution Center (VDC) tour this year, in May or September. The board agreed to a 9/16 date, with 9/9 as a backup. Paul noted that we need volunteers to manage admission and donations. The admission fee (previously \$25) is to be determined. Attendance will be limited to 100 and restricted to club members, with all proceeds going to the BMW Foundation.

### **Vice President**

Allison Mack reported that our planned August Show & Shine is the same date as the MPACT Motorsports Festival at Pocono Raceway (8/19). She will try to move our Show & Shine to another date.

### **Driving Events**

Jeff White reported that our Regional Instructor Seminar, co-sponsored with the Del Val and New York Chapters, will be 3/25 at BMW NA. We have eight students for our upcoming Instructor Training School.

Jamie Kavalieros reported that all of our 2023 driver schools are now online. Insurance has been ordered for NJMP. We are currently light on Friday solos for NJMP. We will send out an e-mail reminder on late-registration pricing. We have the Summit Point contracts but no deposit has been requested yet. Mirril will be available for tech on Friday/Saturday but not on Sunday. Mark Mallory noted that registration has been complicated by requests for specific days. He noted that we are getting a significant number of registrations from PCA members.

Larry Engel reported that our Tire Rack Street Survival is set for 6/11 [and 9/10]. The call for instructors will be going out shortly. Jamie will bring the trailer. Larry will do the insurance request.

Elihu Savad reported that our first autocross of the season is set for 4/30 and we have eight signups already. We will publish a course map, as requested by participants. Elihu will work with Jamie on the course design.

Ross Karlin noted that the Westlake School donation presentation will be 4/5 at 7:00 PM at the Union County Educational Services Commission, 45 Cardinal Dr., Westfield, NJ. Board members are encouraged to attend. Representatives of our 2022 event sponsor, BMW of Manhattan, have been invited to attend. The total funds raised for the Westlake School are \$13,000, of which \$10,000 is directly from the chapter [as approved last month]. Ross reported that the sanctioning applications for our two club race events in 2023 have been approved. He is expecting to do well on racer attendance this year.

### **Treasurer**

Matthew Cahn reported that the monthly financials have been delayed due to a technical issue but will be distributed post-meeting (see attached). Ron Gemeinhardt has contacted Matt Baratz to close the Square account rather than reactivate. We will switch from Square to PayPal, for which we already have an account. The PayPal Point of Sale Terminal will be sent directly to whoever will be using it first [4/22 C&C]. Matthew has paid Bergen County for our two 2023 park permits and one security deposit via their

web portal. He has sent a donation with cover letter to the New Jersey Sharing Network in memory of Gary Bossert, as previously approved. A \$50 donation has been sent to Perry Aidelbaum of AutoX4U.

Ron Acher has completed an analysis of our past eight years' financials. Ron characterized our financial status, despite yearly ups and downs, as extremely healthy and with a comfortable cash balance. The analysis spreadsheet will be circulated to the board. Larry noted that, while our balance sheet is healthy, we need to think about growing our membership to protect that.

### **Business Manager**

Lou D'Angeli is working with Allison on transitioning the Business Manager responsibilities. It was noted that Lou is also national Sponsorship Director for BMW Club Racing. Lou will be working on both advertising accounts and on NJ Chapter event sponsorships. Lou noted that eMpower Automotive has renewed for 2023. Paul thanked Allison for serving in dual roles for the past two years.

### **Secretary**

Dave Allaway reported that the chapter administration form (due 3/15) was submitted to national yesterday. The national website has been updated accordingly. Dave circulated a membership number sheet, so that he can follow up with a more complete chapter contacts roster, including non-board member positions.

### **Social Events**

Josephine Skwish reported that the social events committee now consists of herself, Vinny Vigorito, Wade Howard, John Connolly, and Mike Lakowski. Upcoming social events include a get-together at NJMP of up to 50 participants as an intro to track events. This will not be a caravan/drive as originally envisioned due to logistical issues. Our first Cars & Coffee of the year will be 4/22 at a facility in Paramus with parking for 525 cars. Josephine is working with Larry on People's Choice awards sourced from Griot's Garage. We will focus on face-to-face communication at this event to generate additional memberships. A webinar will be held 3/19 7-8pm to discuss volunteer opportunities. Our Vintage BMW & Pizza night will be 5/12 at Circle BMW. Josephine has communicated with the M Chapter membership director about a possible joint event, and with Open Road BMW about a possible tour of their new facility.

### **Communications**

Wade Howard noted that we anticipate selling out our first generation of C&C T-shirts from last year. We will be using Vinny's designer again for the next iteration T-shirt design (\$250). Jamie suggested that the next batch of T-shirts include some hi-vis color for staff. Merchandise purchases will need to be via PayPal terminal. Wade will do another order of 200 stickers (\$120). Lou suggested that we consider using Sticker Mule vs. Stomp Stickers. Wade will need cones from Jamie for our C&C. Wade circulated vendor proposals for name badges and grill badges, as previously discussed. Wade will request a sample grill badge from the vendor to assess quality. Paul motioned to allocate \$446.76 for 30 name badges and Jeff seconded (approved unanimously).

Wade reported that the current issue of BimmerLife contains an NJ Chapter article by Mike Lakowski. Mirril will do an article for the next issue. Wade will start adding NJ Chapter events to the national calendar (Jamie has already added track events). Wade has worked with Josephine to set up a Linktree on Instagram to facilitate navigation to other sites. Wade will work on a press release on the Westlake School presentation, with a 4/10 deadline for photos.

### **Members-at-Large**

Mark Hulbrock reported via e-mail that he sent the following e-mails in February: New Member, HPDE Q&A (6<sup>th</sup>, 16<sup>th</sup> and 23<sup>rd</sup>). Planned e-mails are: March meeting, Volunteers needed, April HPDE (2). Mark would like to refocus our HPDE message on education this season and see what kind of traction we get. Website updates were completed as requested. Per Wade's direction, Instagram messaging has been transferred to Josephine.

### **Old Business**

Matthew Cahn noted that we have not yet resubmitted our disputed 990 filing in electronic form.

**New Business**

John Connolly offered to work on a social media plan.

The next board meeting was set for Wednesday April 12<sup>th</sup> at 7:30 PM at Alfonso's. Ross motioned to adjourn at 9:04 PM and Jamie seconded (approved unanimously).

Respectfully submitted,

Dave Allaway, Secretary

# Board Meeting – 15 March 2023

| Event/Category              | Income         | Expense         | Net               | Notes |
|-----------------------------|----------------|-----------------|-------------------|-------|
| NJMP April 2023 Thunderbolt | \$0.00         | \$14,550.00     | (\$14,550)        |       |
| NJMP June 2023 Thunderbolt  | \$0.00         | \$9,309.00      | (\$9,309)         |       |
| SPR July 2022 Summit Point  | \$0.00         | \$0.00          | \$0               |       |
| SPR October 2022 Shenandoah | \$0.00         | \$0.00          | \$0               |       |
| Miscellaneous operations    | \$0.00         | \$0.00          | \$0               |       |
| Other (Non-recurring)       | \$0.00         | \$42.65         | (\$43)            |       |
| <b>Total Driving Events</b> | <b>\$0</b>     | <b>\$23,902</b> | <b>(\$23,902)</b> |       |
| Advertising/Newsletter      | \$1,000.01     | \$0.00          | \$1,000           |       |
| Dues/Membership             | \$2,643.15     | \$0.00          | \$2,643           |       |
| Telecomm. & Media           | \$0.00         | \$231.94        | (\$232)           |       |
| Autocross                   | \$0.00         | \$150.00        | (\$150)           |       |
| Instructor seminar          | \$0.00         | \$0.00          | \$0               |       |
| Rally                       | \$0.00         | \$0.00          | \$0               |       |
| Social Events               | \$0.00         | \$0.00          | \$0               |       |
| Street Survival             | \$0.00         | \$1,018.00      | (\$1,018)         |       |
| Toolbox                     | \$0.00         | \$0.00          | \$0               |       |
| Meetings/Travel             | \$0.00         | \$1,466.52      | (\$1,467)         |       |
| Fundraising & Donations     | \$3,200.00     | \$1,400.00      | \$1,800           |       |
| Miscellaneous               | \$3.24         | \$306.00        | (\$303)           |       |
| <b>Total Other</b>          | <b>\$6,846</b> | <b>\$4,572</b>  | <b>\$2,274</b>    |       |
| <b>Total</b>                | <b>\$6,846</b> | <b>\$28,474</b> | <b>(\$21,628)</b> |       |

**Net as of March 2022: (\$28,702)**

| Balance Sheet         |                     | 12/31/2022          |
|-----------------------|---------------------|---------------------|
| Current               |                     |                     |
| Checking (combined)   | \$93,442.45         | \$91,214.40         |
| Savings               | \$50,085.20         | \$50,081.96         |
|                       | <b>\$143,527.65</b> | <b>\$141,296.36</b> |
| Assets                |                     |                     |
| Newsletter deposit    | \$4,746.26          | \$4,746.26          |
| Venue rental deposits | \$1,500.00          | \$1,500.00          |
|                       | <b>\$11,200.00</b>  | <b>\$35,059.00</b>  |
|                       | <b>\$17,446.26</b>  | <b>\$41,305.26</b>  |
| <b>Total assets</b>   | <b>\$160,973.91</b> | <b>\$182,601.62</b> |

## Notes:

Sent a \$500 donation to the Sharing Network in memory of Garry Bossert

Sent a \$50 donation to Perry Aidelbaum (AutoX4U)

Paid Bergen County for the June and Sept. Street Survivals