

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

**April 12, 2023**

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

### **President**

Paul Ngai called the meeting to order at 7:31 PM at Alfonso's. Jamie Kavalieros motioned to accept the March minutes as distributed and Jeff White seconded (approved unanimously). Paul reported that 9/16 is the confirmed date for the BMW Vehicle Distribution Center (VDC) tour. Bridgewater BMW will sponsor lunch. Three to four volunteers are needed. The regional meeting was held on 4/1. Per Larry Engel, the meeting was well attended and provided for good idea sharing. We need to pay more attention to grass-roots recruiting of new members. A regional NextGen committee is looking for chapter representatives and Wade Howard and Allison Mack have volunteered. It was noted that the club will have a larger presence this year at the Carlisle Import & Performance Nationals on 5/12-5/13. Signup is on the Nittany Bimmers website. The Pittsburgh Vintage Grand Prix will be July 14-23, honoring Ferrari. O'Fest will be the last week in September (9/27-10/1) in Newport, R.I., with autocross on 9/28, and driver school at Thompson Speedway Motorsports Park on Friday 9/29 (40 instructors needed).

### **Vice President**

Allison Mack reported via e-mail that two new meetings are scheduled: 5/11 at Shade Tree Garage - We will keep the vintage theme since we are no longer planning a larger vintage event in May, but there is potential for this event to happen with Circle BMW in the fall; and 7/19 at BMW of Bridgewater - They requested a Track/AutoX/Driving Events theme, as many customers have inquired (particularly the M and M Performance customers). September, October, and November are still in the works - Circle BMW is interested in September but has not confirmed a date yet.

### **Driving Events**

Jeff White reported on Monday night's Regional Driving Events Committee teleconference and review of the latest revision to the BMW CCA Driving Events Minimum Standards. Topics included site access and waivers, and event safety and planning. It was noted that retractable hardtop convertibles will be now allowed by the national minimum standards but will remain disallowed by NJ Chapter's stricter policy.

Jamie Kavalieros reported that we are in the black for the upcoming (NJMP) event, possibly for the first time. He attributed the good registration to a combination of favorable weather, advertising including social media, and cancellation of a recent PCA event. We are talking with NJMP about the possibility of moving this event to a slightly later date next year. There was a discussion on EV and hybrid restrictions at NJMP and Summit Point.

Larry Engel reported that registration for our TireRack Street Survival school will probably open on Monday. A few more instructors are needed.

It was announced that BMW of Manhattan will again sponsor our June NJMP event (with NY Chapter) to benefit the Westlake School. A formal presentation of the \$13,000 donation from last year's event was held last Wednesday. Racer registrations for June are already looking good.

### **Treasurer**

Matthew Cahn distributed the current Income & Expense report (see attached). The New York and DelVal Chapters have been invoiced for their portion of the Regional Instructor Seminar food. Our PayPal account has been set up and we now have a PayPal reader to accept credit cards. The Square account, currently dormant, still needs to be closed. Matthew has submitted the NJ Chapter annual financial report

to the national office. There was a discussion on transferring the MailChimp credit card billing, or establishing a new account, so that we will not have to reimburse Jeff Caldwell.

### **Business Manager**

Allison Mack reported via e-mail that the Business Manager handoff to Lou D'Angeli is in progress. Current rates and contracts have been sent over. They are brainstorming ideas to revamp rates and create new offerings that our sponsors would like, such as sponsoring a driving event or specific event, a higher 'premier' tier, etc.

### **Social Events**

Josephine Skwish reported that she is focused on our first Cars & Coffee of the year in ten days from now. We have some volunteers. The Vintage Cars & Pizza event, originally planned for May, is now on the back burner. We are planning a presence at a Friday evening get-together at Luc's Fajita Hut in West Milford on 5/26. 35 parking spaces have been reserved for us. John Connolly reported that he has a discount code for Saturday 5/27 at the Lime Rock Park Trans Am Memorial Day Classic, for which we will have our own corral. Similar arrangements may be made for the IMSA Northeast Grand Prix (July), for which we need to ensure coordination with the Connecticut Valley Chapter's hospitality tent, and also at the Historic Festival (September). A drive-in movie night is planned for the fall, and a Go Kart evening in late July or early August.

### **Communications**

Wade Howard passed around a sample grille badge and proposals. Name tags have been ordered, as previously approved. On 4/23 we will meet with the family with three generations driving E30's for an upcoming BimmerLife article. Wade distributed and reviewed the strategic planning committee results, including Member Profiles, Goals (membership recruitment, engagement and retention), Communications, Financials, Sponsorship, Progress Reports, and Timing, all with action items and metrics. Jamie Kavalieros moved to purchase the grille badges as proposed, not to exceed \$2,500, and Jeff White seconded (approved unanimously). A \$1,700 profit is anticipated.

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

Mark Hulbrock reported that the latest new member e-mail, which was inadvertently sent to all members, generated a surprising 230 click-throughs. On this basis, he suggested that a periodic reminder of membership benefits be sent to all members. The volunteers-needed e-mail received 122 click-throughs and generated a good response. Our \$100 expenditure on social media advertising for our HPDE's generated 17,500 views.

### **Old Business**

Ron Acher noted that his financial analysis has been e-mailed to the board.

### **New Business**

The next board meeting was set for Wednesday May 10<sup>th</sup> at 7:30 PM at Alfonso's. Jeff motioned to adjourn at 9:01 PM and Jamie seconded (approved unanimously).

Respectfully submitted,

Dave Allaway, Secretary

# Board Meeting – 12 April 2023

Event/Category	Income	Expense	Net Notes
NJMP April 2023 Thunderbolt	\$0.00	\$64,690.80	(\$64,691)
NJMP June 2023 Thunderbolt	\$0.00	\$9,309.00	(\$9,309)
SPR July 2022 Summit Point	\$0.00	\$11,768.26	(\$11,768)
SPR October 2022 Shenandoah	\$0.00	\$0.00	\$0
Miscellaneous operations	\$0.00	\$0.00	\$0
Other (Non-recurring)	\$0.00	\$307.65	(\$308)
<b>Total Driving Events</b>	<b>\$0</b>	<b>\$86,076</b>	<b>(\$86,076)</b>
Advertising/Newsletter	\$1,400.01	\$0.00	\$1,400
Dues/Membership	\$3,924.19	\$0.00	\$3,924
Telecomm. & Media	\$0.00	\$411.47	(\$411)
Autocross	\$0.00	\$836.27	(\$836)
Instructor seminar	\$0.00	\$875.40	(\$875)
Rally	\$0.00	\$0.00	\$0
Social Events	\$0.00	\$101.03	(\$101)
Street Survival	\$0.00	\$1,018.00	(\$1,018)
Toolbox	\$0.00	\$0.00	\$0
Meetings/Travel	\$0.00	\$2,026.67	(\$2,027)
Fundraising & Donations	\$3,200.00	\$11,400.00	(\$8,200)
Miscellaneous	\$4.94	\$632.64	(\$628)
<b>Total Other</b>	<b>\$8,529</b>	<b>\$17,201</b>	<b>(\$8,672)</b>
<b>Total</b>	<b>\$8,529</b>	<b>\$103,277</b>	<b>(\$94,748)</b>

Net as of April 2023: (\$27,133)

Balance Sheet		12/31/2022
Current		
Checking (combined)	\$20,320.41	\$91,214.40
Savings	\$50,086.90	\$50,081.96
	<b>\$70,407.31</b>	<b>\$141,296.36</b>
Assets		
Newsletter deposit	\$4,746.26	\$4,746.26
Venue rental deposits	\$1,500.00	\$1,500.00
	\$11,200.00	\$35,059.00
	<b>\$17,446.26</b>	<b>\$41,305.26</b>
<b>Total assets</b>	<b>\$87,853.57</b>	<b>\$182,601.62</b>