

New Jersey Chapter of BMW CCA Board Meeting

June 14, 2023

Board members present: Paul Ngai, Allison Mack*, Jeff White, Dave Allaway, Josephine Skwish, Wade Howard, Matthew Cahn, Jamie Kavalieros, Mark Hulbrock, Bob Isbitski*, Lou D'Angeli*, Ross Karlin. Board members absent: None. Others present: Larry Engel, Mirril McMullen*, Elihu Savad*, Bill Van Ocker, Vinny Vigorito, Ron Gemeinhardt. (* via video/teleconference)

President

Paul Ngai called the meeting to order at 7:30 PM at Alfonso's. Jeff White motioned to accept the May minutes as distributed and Ross Karlin seconded (approved unanimously). Paul reported that chapter membership is up to 1,915 from 1,896 last month, the only North Atlantic chapter up two months in a row. The BMW Vehicle Distribution Center (VDC) tour is confirmed for 9/16 at 9am. Registration will open 7/1.

Regional VP

Larry Engel reported that our recent Tire Rack Street Survival (TRSS) was a huge success. It was sold out with 30 students and two on the wait list. Larry distributed the TRSS financial statement. Expenses were up and sponsorship was down, with a net profit of \$947.97. Jamie Kavalieros motioned to donate \$500 to the BMW CCA Foundation and Jeff White seconded (carried unanimously). Larry reported on the Regional VP call. BMW NA will be making a new effort to promote the BMW CCA through their communications. Larry also noted that O'Fest registration is open.

Vice President

Allison Mack reported that our next monthly meeting will be this Saturday from 11am to 2pm at eMpower Automotive. The 7/19 meeting will be at BMW of Bridgewater. On 8/24 BimmerService by Tyspeed will sponsor our Show & Shine at Deutscher Club of Clark. Allison is working with Wade, Mark, and Josephine on marketing with a single voice.

Driving Events

Jamie Kavalieros reported that our NJMP event went well. It was well attended and should be profitable. Summit Point should be the same. Paul thanked the Driving Events Committee for their hard work in making this event a success. Due to the back-to-back event scheduling at Summit Point, it was noted that we need to coordinate with National Capital Chapter to ensure that tech is consistent.

Club Racing

Ross reported that we had 54 racers at NJMP, split into two race groups, which is remarkable for a Monday-Tuesday event. It was one of the best events ever according to Scott Reiman (chair of the Tire Rack BMW CCA Club Racing program). The Westlake School student attendance was successful, and Ross thanked Neil Gambony for the plaques. The Spirit of Club Racing Award went to the Westlake students. Brian Morgan did photography. Paul extended a special thanks to BMW of Manhattan for their sponsorship. It was noted that we collected four payments of \$200 each via PayPal for the dyno. Ross noted that we already have 65 racers signed up for Summit Point, with four weeks to go.

Autocross

Elihu Savad reported that we had a near-record turnout at our last autocross, with 67 registered participants (thanks to Taylor Swift for preempting the MetLife Stadium parking lot). Everyone got seven runs and we were at about capacity on staging space. Elihu suggested that we should consider getting a newer and larger trailer with greater weight capacity.

Treasurer

Matthew Cahn distributed the current Income & Expense and Balance Sheet report (see attached). The driver schools reflect full expenses but incomplete income. No insurance claims are expected from NJMP.

Business Manager

Lou D'Angeli reported that he is speaking with Open Road BMW (a former major sponsor). Lou is using the Club Racing sponsorship playbook, and is reviewing our sponsorship levels. Possibilities include Cars & Coffee sponsorship and other single-event sponsorships. Lou is looking for feedback. Lou has secured sponsorship for the Summit Point trophies.

Social Events

Josephine Skwish reported that she has been talking to Open Road BMW with Lou and met with their General Sales Manager (Tom Leis) and Client Advisor Manager with the possibility of their hosting a Cars & Coffee or other event. Our next Cars & Coffee will be 7/15 or 7/23 at a venue TBD.

Communications

Wade Howard reported that the quarterly newsletter went out via e-mail. Mike Lewkowski assisted with edits. Good feedback has been received. Our BimmerLife article has been submitted, written by Mirril McMullen with photos by Mike Lewkowski. Wade is soliciting input on website improvements. The name tags are on order. The grill badges have been received and a sample was distributed. Wade will get boxes and insert cards. He suggested a selling price of \$40. Vinny Vigorito reported that he has been keeping up with member communications.

Members-at-Large

Mark Hulbrock reported that he spent \$150 on advertising for our June event, which generated 425 clicks to our Motorsport Reg (MSR) page. He plans on doing the same for Summit Point. Two e-mails also generated 108 clicks to our MSR page.

New Business

The next board meeting was set for Wednesday July 19th at 7:30 PM at Alfonso's. Jeff motioned to adjourn at 8:52 PM and Ross seconded (approved unanimously).

Respectfully submitted,

Dave Allaway, Secretary

Board Meeting – 14 June 2023

Event/Category	Income	Expense	Net	Notes
NJMP April 2023 Thunderbolt	\$70,393.77	\$68,473.10	\$1,921	
NJMP June 2023 Thunderbolt	\$29,730.00	\$50,336.33	(\$20,606)	
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)	
Total Driving Events	\$100,124	\$130,885	(\$30,762)	
Advertising/Newsletter	\$1,600.02	\$0.00	\$1,600	
Dues/Membership	\$6,486.27	\$0.00	\$6,486	
Telecomm. & Media	\$0.00	\$1,136.48	(\$1,136)	
Autocross	\$5,220.00	\$5,007.91	\$212	
Instructor seminar	\$583.60	\$875.40	(\$292)	
Rally	\$0.00	\$0.00	\$0	
Social Events	\$0.00	\$2,856.79	(\$2,857)	
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	\$11,360.00	(\$8,160)	
Miscellaneous	\$349.29	\$6,530.90	(\$6,182)	
Total Other	\$17,439	\$30,812	(\$13,373)	

Total **\$117,563** **\$161,697** **(\$44,135)**

Net as of June 2023: (\$38,619)

Balance Sheet		12/31/2022
Current		
Checking (combined)	\$70,930.57	\$91,214.40
Savings	\$50,090.25	\$50,081.96
	\$121,020.82	\$141,296.36
Assets	\$4,746.26	\$4,746.26
Newsletter deposit	\$1,500.00	\$1,500.00
Venue rental deposits	\$11,200.00	\$35,059.00
	\$17,446.26	\$41,305.26
Total assets	\$138,467.08	\$182,601.62