

New Jersey Chapter of BMW CCA Board Meeting

July 18, 2023

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

President

Paul Ngai called the meeting to order at 7:30 PM at Alfonso's. Jamie Kavalieros motioned to accept the June minutes as distributed, and Jeff White seconded (approved unanimously). Paul reported that our general membership meeting is tomorrow at BMW of Bridgewater. Paul noted that chapter membership is up for the 3rd consecutive month. There was a discussion on the 6-month promotional membership program. Matthew Cahn will forward to Steve Schlossman the list of paying non-members from our last event. Paul noted that the BMW Vehicle Distribution Center (VDC) tour is 9/16. Registration opened on 7/1 with 64 signups so far. Paul is working with BMW NA on raffle items.

Vice President

Allison Mack reported via e-mail that the BMW of Bridgewater meeting is good to go for tomorrow and is hoping for 35-40 members. There are 20 registrants so far, and she anticipates more from today's blast e-mail, with thanks to Mark Hulbrook. The 8/24 Show N Shine at Deutscher Club of Clark (DCC) will be held in conjunction with BimmerService by Tyspeed. The September meeting will be at Circle BMW, on 9/14 or 9/21.

Driving Events

Jeff White reported that the National Capital Chapter (NCC) has scheduled a BMW M Driving School at Indianapolis Motor Speedway on 9/5. The NJ Chapter will help to promote.

Jamie Kavalieros reported that our Summit Point (Geoff Atkinson Memorial) event was good, despite hot weather. NCC held a test & tune day on Friday with 40 racers and 30 instructors. There was a large racer turnout (see below). There were no major incidents. We ran two student run groups (novice and intermediate/advanced).

Larry Engel reported that our 9/10 Tire Rack Street Survival (TRSS) is light on staff acceptances so far. Larry plans to open registration next month if he can get enough coaches and will limit the number of students accordingly. Larry has forwarded the proceeds from the June TRSS to Matthew Cahn.

Elihu Savad reported that our planned 7/2 autocross was canceled due to the unfavorable weather forecast. Our next scheduled autocross is 8/6.

Club Racing

Jeff White reported, on Ross Karlin's behalf, that we had 69 racers at Summit Point after two late cancellations. We ran two race groups with three races each. The event went well and there were no complaints. We had a great group of volunteers. Jeff noted that our scales are in need of refurbishment or replacement. Rooster Hall Racing (Louisa, VA) sponsored the trophies. Jeff thanked Tony Salloum of VAC Motorsports for providing the event shirts. Now that the scheduling conflict is resolved, Jeff is hopeful of a similarly well-attended event next year. Jeff noted the 30-35% increase in track rental fees.

Treasurer

Matthew Cahn distributed the current Income & Expense and Balance Sheet report (see attached). Our June school and club race at NJMP netted a final profit of \$18,298. The income and expenses for Summit Point have not been fully submitted, but the event is expected to be profitable.

Business Manager

Lou D'Angeli reported via e-mail that he is working with Wade and Josephine and crew on defining a new rate structure for 2024 and beyond. Lou and Josephine had a good conversation with Open Road BMW, but they are

looking to move the event until mid-August (see below). Lou is working on putting together a monthly cadence with the business management team for events and sponsorships. He will have that out this week. Lou is also starting to reach out to all current sponsors on introductions and things to come. Lou asked whether Allison had sent out the intro e-mail.

Social Events

Josephine Skwish reported that the Open Road BMW conversation went well, and we will do a test event. This was tentatively scheduled for 9/10 which conflicts with TRSS. We have limited alternative dates, including 10/22 which would require moving the rally to 10/29. We are invited to a Cars for a Cause event on 7/29 in Montville, organized by two BMW CCA members. The next NJ Chapter Cars & Coffee will be 8/27 in Holmdel (same venue used last year). The NJ Chapter Picnic will be 9/24 at Thompson Park in Lincroft. Vinny Vigorito is coordinating.

There was a discussion on the M Chapter's F1 watch (Belgian GP), karting and lunch event at Supercharged Entertainment in Edison on 7/30. Their event is tentative having been just posted and has limited signups so far, but nonetheless conflicts with our intended summer karting event. Larry Engel asked for future M Chapter coordination with local chapters to avoid duplication and dilution of events. Robert Hopkins (M Chapter Regional Governor) and Josephine will coordinate.

Communications

Wade Howard reported, via e-mail, that he will be emailing everyone in the next week to get things going with the next newsletter. Please kindly submit your info so we may send it out by mid-August. As an update on the grill badges, Wade is working with Ross on the story card that talks about the logo. He will have these and the boxes printed and then we will be ready to sell. Once these are ready, he will work with Matthew to make sure we account for the sales properly. Wade asked that if you have not received your name tag yet, please let him know if you would like it mailed to you. If so, please send him your name and address. Wade has taken part in conversations with Lou, Josephine, Allison, and Paul to make sure we are aligned in how we sell our communications as part of the sponsorship package. Regarding the website, he will be diving into this project with Mark and keeping everyone in the loop. They will work up some proposed changes and ensure alignment before they implement them.

Larry Engel will follow up with national on today's Regional Events e-mail.

It was noted that last week's website outage (due to a hosting site fire) has been resolved and no further action is needed. Mark will serve as backup webmaster.

Members-at-Large

Mark Hulbrook reported, via e-mail, that he needs Summit Point event photos, including a group photo, and an event summary. We need to work on our after-the-event self-promotion, as "what you missed" messaging does very well. Mark sent the following e-mails: eMpower meeting, Summit Point (1st e-mail), Autocross x2 (canceled), July new members welcome, Summit Point last reminder, Biergarten reminder, Bridgewater and VDC combined reminder, Bridgewater last reminder. Planned e-mails include: Autocross (x2), Show N Shine at DCC, VDC last reminder if needed.

Old Business

Matthew sent Jeff Caldwell a reimbursement check for all the Mailchimp invoices since 2015. The invoices are now going to, and being paid by, Matthew.

New Business

It was decided to forgo an August meeting. The next board meeting was set for Wednesday, September 13th at 7:30 PM at Alfonso's. Jeff motioned to adjourn at 8:39 PM and Jamie seconded (approved unanimously).

Respectfully submitted,

Dave Allaway, Secretary

Board Meeting – 18 July 2023

Event/Category	Income	Expense	Net	Notes
NJMP April 2023 Thunderbolt	\$70,393.77	\$68,473.10	\$1,921	
NJMP June 2023 Thunderbolt	\$70,095.00	\$51,797.38	\$18,298	
SPR July 2023 Summit Point	\$22,247.00	\$11,768.26	\$10,479	
SPR October 2023 Shenandoah	\$0.00	\$0.00	\$0	
Miscellaneous operations	\$0.00	\$0.00	\$0	
Other (Non-recurring)	\$0.00	\$307.65	(\$308)	
Total Driving Events	\$162,736	\$132,346	\$30,389	
Advertising/Newsletter	\$1,666.69	\$0.00	\$1,667	
Dues/Membership	\$6,486.27	\$0.00	\$6,486	
Telecomm. & Media	\$0.00	\$4,027.45	(\$4,027)	
Autocross	\$5,220.00	\$6,209.18	(\$989)	
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	\$3,238.06	(\$3,238)	
Toolbox	\$0.00	\$0.00	\$0	
Meetings/Travel	\$0.00	\$2,492.45	(\$2,492)	
Fundraising & Donations	\$3,200.00	\$11,360.00	(\$8,160)	
Miscellaneous	\$350.94	\$9,682.00	(\$9,331)	
Total Other	\$17,508	\$40,741	(\$23,234)	
Total	\$180,243	\$173,088	\$7,156	

Net as of June 2023: (\$9,710)

Balance Sheet		
	Current	12/31/2022
Checking (combined)	\$122,219.01	\$91,214.40
Savings	\$50,091.90	\$50,081.96
	\$172,310.91	\$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	\$189,757.17	\$182,601.62