

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

**September 13, 2023**

Board members present: Paul Ngai, Jeff White, Dave Allaway, Josephine Skwish, Matthew Cahn, Jamie Kavalieros, Allison Mack, Wade Howard, Mark Hulbrock, Ross Karlin. Board members absent: Lou D'Angeli, Bob Isbitski. Others present: Larry Engel, Elihu Savad, Doug Feigel. (all via audio or video teleconference)

### **President**

Paul Ngai called the meeting to order at 7:31 PM via Zoom teleconference. Jeff White motioned to accept the July minutes as distributed [there was no August meeting] and Jamie Kavalieros seconded (approved unanimously). Paul reported that the BMW Vehicle Distribution Center (VDC) tour is on for this Saturday 9/16. We expect a good turnout with 114 attendees registered. The VDC will have 35 staff members on site. Bridgewater BMW is providing lunch for 160. Paul is looking for volunteers (we have Jackie and Mark Mallory). Doug Feigel and Allison Mack volunteered to assist. There is a roof rack to be picked up from Jamie, left over from E30 M3 SIGFest.

### **Regional VP**

Larry Engel reviewed membership trends and other items. Larry noted that the Florida SunCoast Chapter has an excellent website and their membership is up 7% this year. National will be reducing the Roundel by two issues. Michelin is offering a 15% discount for all BMW CCA members. The BMW CCA COVID-19 policy has been reduced to following all national, state and local guidelines. Larry discussed the new Chapter Growth Incentive Program. Any chapter with 5% growth will receive \$10 per additional member.

### **Vice President**

Allison Mack reported that the August event at Deutscher Club of Clark (DCC), a 50-50 split with BimmerService by Tyspeed, had a good turnout despite iffy weather. Allison requested volunteers for Bimtoberfest at Bridgewater BMW (9/24). Tomorrow (9/14) is our monthly membership meeting at Circle BMW from 6-8pm. There will be a rare E12 M535 on display. We will have a possible membership meeting in October or November at eMpower Automotive.

### **Driving Events**

Jeff White reported that a new autocross trailer is needed. This is estimated to be in the \$5-6K range. Jeff and Jamie will shop for quotes over the coming months. Jeff also noted that we need new scales. Jeff reported that our annual Pick Your Pumpkin rally will be 10/22 with Neil Gambony as rallymaster.

Jamie Kavalieros reported that we are still a little light on registrations for Shenandoah. We currently have 26 students and 17 instructors registered. Break-even is about 50. Jamie is already working on contracts for 2024. Deposits will probably be needed by January or February.

Larry Engel reported that the Tire Rack Street Survival (TRSS) teen driving school scheduled for 9/10 was canceled due to weather. A potential reschedule date of 11/5 was decided against due to possible low temperature. Larry will see if we can get a refund on our insurance (according to Jeff we definitely can). Ross will ask if our deposit can be applied to next year.

Elihu Savad reported that our next autocross is this Sunday (9/17) with good weather forecasted. We will be competing for participants with MotorSports NorthEast (MSNE) at MetLife Stadium. There was a discussion on course design.

Ross Karlin reported that we had very successful Club Racing events at Thunderbolt (NJMP) and Summit Point, with very good comments on both.

**Treasurer**

Matthew Cahn reviewed the current Income & Expense and Balance Sheet report (see attached). We are currently \$17,568 in the black for 2023. He reported that he has not yet sent national a list of non-members at our last autocross. Matthew would like to move a portion of our cash balance to interest-bearing accounts (money market or CD's). He is also looking at how we can pay sales tax on merchandise sales such as grille badges, etc.

**Social Events**

Josephine Skwish reported that the Open Road BMW event went well, with 80 to 100 cars despite the rain. A chapter fall picnic is planned for 10/29 at Thompson Park in Holmdel [Lincroft]. Josephine is planning to have another volunteer meeting to kick off 2024.

**Communications**

Wade Howard reported that he is planning to send out an e-mail newsletter on Monday (9/18) covering the next two months. He noted that we are looking to collaborate with the M Chapter next year. Wade reported that Vinny Vigorito is responding to all reach-outs via e-mails, phone calls, and texts. Josephine and Mark have been keeping our social media active. Mark is always getting driving events photos posted. Facebook engagement is up 200% on a quarter-to-quarter basis. Instagram is also strong, with more followers than chapter members. Website numbers are steady with about 1,200 views per month. The M Chapter and X Chapter are on board for our next Cars & Coffee. Wade is working with Ross on a logo write-up to go with the grille badges.

**Members-at-Large**

Mark Hulbrook reported that he is continuing to send new member e-mails, and will send out blast e-mails on Shenandoah (today) and autocross (on Friday). Mark is starting ads for Shenandoah using a \$20 ad discount he found.

**New Business**

The next board meeting was set for Wednesday October 11<sup>th</sup> at 7:30 PM at Alfonso's (if reopened), otherwise via Zoom. Jeff motioned to adjourn at 9:05 PM and Jamie seconded (approved unanimously).

Respectfully submitted,

Dave Allaway, Secretary

# Board Meeting – 13 September 2023

Event/Category	Income	Expense	Net Notes
NJMP April 2023 Thunderbolt	\$70,393.77	\$71,798.55	(\$1,405)
NJMP June 2023 Thunderbolt	\$69,846.34	\$55,003.36	\$14,843
SPR July 2023 Summit Point	\$72,352.50	\$51,129.11	\$21,223
SPR October 2023 Shenandoah	\$0.00	\$4,524.22	(\$4,524)
Miscellaneous operations	\$0.00	\$0.00	\$0
Other (Non-recurring)	\$0.00	\$307.65	(\$308)
<b>Total Driving Events</b>	<b>\$212,593</b>	<b>\$182,763</b>	<b>\$29,830</b>
Advertising/Newsletter	\$2,533.36	\$0.00	\$2,533
Dues/Membership	\$7,591.96	\$2,416.00	\$5,176
Telecomm. & Media	\$0.00	\$4,411.39	(\$4,411)
Autocross	\$10,650.00	\$9,253.12	\$1,397
Instructor seminar	\$583.60	\$875.40	(\$292)
Rally	\$0.00	\$0.00	\$0
Social Events	\$0.00	\$3,402.46	(\$3,402)
Street Survival	\$2,550.00	\$3,238.06	(\$688)
Toolbox	\$0.00	\$0.00	\$0
Meetings/Travel	\$0.00	\$2,770.62	(\$2,771)
Fundraising & Donations	\$3,200.00	\$11,860.00	(\$8,660)
Miscellaneous	\$706.80	\$1,850.32	(\$1,144)
<b>Total Other</b>	<b>\$27,816</b>	<b>\$40,077</b>	<b>(\$12,262)</b>
<b>Total</b>	<b>\$240,408</b>	<b>\$222,840</b>	<b>\$17,568</b>

Net as of Sept. 2022: \$11,583

Balance Sheet		
	Current	12/31/2022
Checking (combined)	\$62,625.67	\$91,214.40
Savings	\$120,097.76	\$50,081.96
	<b>\$182,723.43</b>	<b>\$141,296.36</b>
Assets	\$4,746.26	\$4,746.26
Newsletter deposit	\$1,500.00	\$1,500.00
Venue rental deposits	\$11,200.00	\$35,059.00
	<b>\$17,446.26</b>	<b>\$41,305.26</b>
<b>Total assets</b>	<b>\$200,169.69</b>	<b>\$182,601.62</b>