

New Jersey Chapter of BMW CCA Board Meeting

October 11, 2023

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

President

Paul Ngai called the meeting to order at 7:32 PM at Alfonso's. Ross Karlin motioned to accept the September minutes as distributed and Jeff White seconded (approved unanimously). Paul reported that the BMW Vehicle Distribution Center (VDC) tour was a huge success and raised almost \$4,000. There was great weather and everyone had a great time. Paul thanked the volunteers. We were able to present a \$4,000 check to the BMW CCA Foundation at O'Fest. Paul reported that our chapter membership as of 10/1 continues slightly up. Paul, Allison, Wade, Lou, and Josephine met this week to discuss dealer outreach. Paul thanked everyone who contributed to the chapter's successes this year. We have a lot of new ideas and plans and look forward to even more execution next year.

Vice President

Paul reported, on Allison Mack's behalf, that she is working on an upcoming membership meeting at eMpower Automotive. Our last dinner/mingle at Alfonso's was a success and she hopes to do another. The December meeting and Pinewood Derby will be on 12/5 at the Deutscher Club of Clark (DCC).

Driving Events

Jeff White reported that the Pick Your Pumpkin Rally will be 10/22, with Neil Gambony as Rallymaster, starting in Clinton and ending in Long Valley. If anyone has merchandise for prizes and giveaways, it would be appreciated.

Jamie Kavalieros reported that our Shenandoah driver school is still on despite low registration. He is anticipating an approximate \$3,500 loss (vs. \$4,500 if canceled). Money was offered by instructors to avoid cancelation but was declined. We are not charging any instructors. Jamie and Jeff noted that they are inclined to drop this event from our calendar next year. National Capital Chapter (NCC) has changed their schedule for next year and may wish to pick up our Shenandoah date as a co-promoted event. We have tentative dates in 2024 but no contracts yet.

Larry Engel reported that the Tire Rack Street Survival (TRSS) teen driving school scheduled for 9/10 was canceled due to weather forecast, and we did experience heavy rain that day. Larry will ensure that any insurance payment is refunded. Ross Karlin will do the same for our security deposit with Bergen County.

Jeff noted that we still need to work with NCC next year to utilize our \$10,000 deposit at the BMW Performance Center for a co-sponsored event. Our attempt to do so this year was unsuccessful as NCC's deposit had already been made.

Elihu Savad reported that our final autocross had 61 participants and 9 runs. There was an issue with the port-a-john delivery, for which we will get a credit. The updated Champ Series data has been sent to Colin and Mark.

Ross Karlin reported that he is already planning for next year's Club Racing events.

Treasurer

Matthew Cahn reviewed the current Income & Expense and Balance Sheet report (see attached). We are profitable by \$26,746 on driving events, and by \$14,786 overall. Matthew still needs to find a higher interest account and look into state sales tax remittance.

Secretary

Dave Allaway reported that nominations are now open for next year's elected board positions: President, Vice President, Secretary, Treasurer, Director of Driving Events, Director of Social Events, Director of Communications, and Members-at-Large (2). Nominations in writing are due to Dave by the November Board meeting (11/15). There was a general sense that the incumbents present would run for reelection.

Business Manager

Lou D'Angeli reported that he is working on the 2024 sponsorship program. He is planning on participating sponsor opportunities for more chapter events, including autocross, cars & coffee, etc. Lou would like our website sponsorship display to be a scrolling banner (like NCC). BMW of Springfield will be asked for prizes for the rally.

Communications

Wade Howard reported, on Josephine's behalf, that a rainy fall has impacted our plans. The fall Cars & Coffee has been rescheduled to 11/4 at the same location in Paramus. Shade Tree Garage will be a participating sponsor, with another potential sponsor. Wade reported that Thumbbody, a lifestyle coffeeshop at our Cars & Coffee venue, would like to carry BimmerLife. Wade is working on a repeat membership survey, with a second shorter version to be sent to dropped members. J T Burkhard has volunteered to start writing for our newsletter again, starting in December. Dave Gerwig's cross-country travels in his E24 6-Series will be featured in our next BimmerLife article. Mike Sulkowski will do photos. Wade has had a request for decals and will order 150 clings. Wade asked for anyone interested in being involved in website changes to contact him. We had a recent successful meeting with a Client Advisor and General Sales Manager of Paul Miller BMW, and the new dealer brochure from national was very helpful. It was noted that Paul Miller was third in the state in BMW member rebates, without even promoting it. We have been asked to participate in their 10/21 cars & coffee, and Paul Miller is looking for other points of contact with the New Jersey Chapter. Jamie reported that due to a shortage of chapter volunteers, he was pressed into service as our representative at BMW of Bridgewater's Bimtoberfest. He reported that his (non-detailed) race car attracted a good deal of attention and interest.

Members-at-Large

Mark Hulbrock reported, via e-mail, that he spent \$150 on ads for Shenandoah which apparently was well spent. We had 425 click-throughs from MotorsportReg.

Membership

Vinny Vigorito reported that he continues to respond to e-mails, texts, and phone calls. He was recently able to facilitate the sale of a member's E12 parts collection.

Old Business

Jamie reported that he is reviving the idea of a drive/bus trip to NJMP, with a maximum of 30 participants to be provided track rides. He will pursue this for the April event, with the probable date to be Saturday 4/13 due to the maximum availability of loaner helmets.

New Business

Jamie noted that Randy Colyer has been bringing a grill and serving food at Summit Point every year. He has refused our offers of compensation but would accept a donation to Children's Specialized Hospital. Jamie motioned that the chapter make such a donation, in Randy's name, in the amount of \$1,000. Jeff White seconded (carried unanimously).

Larry reported that the wife of a late member is seeking assistance in selling a 2015 640i coupe. Larry will run an ad on our Facebook page.

The next board meeting was set for Wednesday November 15th at 7:30 PM at Alfonso's. Ross motioned to adjourn at 8:34 PM and Jeff seconded (approved unanimously).

Respectfully submitted,

Dave Allaway, Secretary

Board Meeting – 11 October 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 | \$53,671.92 | \$18,681 | |
| SPR October 2023 Shenandoah | \$0.00 | \$5,065.12 | (\$5,065) | |
| Miscellaneous operations | \$0.00 | \$0.00 | \$0 | |
| Other (Non-recurring) | \$0.00 | \$307.65 | (\$308) | |
| Total Driving Events | \$212,593 | \$185,847 | \$26,746 | |
| Advertising/Newsletter | \$2,600.03 | \$0.00 | \$2,600 | |
| Dues/Membership | \$7,591.96 | \$2,416.00 | \$5,176 | |
| Telecomm. & Media | \$0.00 | \$4,590.12 | (\$4,590) | |
| Autocross | \$13,670.00 | \$10,736.74 | \$2,933 | |
| Instructor seminar | \$583.60 | \$875.40 | (\$292) | |
| Rally | \$0.00 | \$0.00 | \$0 | |
| Social Events | \$3,959.90 | \$3,534.11 | \$426 | |
| Street Survival | \$2,550.00 | \$3,238.06 | (\$688) | |
| Toolbox | \$0.00 | \$0.00 | \$0 | |
| Meetings/Travel | \$0.00 | \$3,705.31 | (\$3,705) | |
| Fundraising & Donations | \$3,200.00 | \$15,860.00 | (\$12,660) | |
| Miscellaneous | \$710.75 | \$1,870.32 | (\$1,160) | |
| Total Other | \$34,866 | \$46,826 | (\$11,960) | |

Net as of Oct. 2022: \$11,135

| | | | |
|--------------|------------------|------------------|-----------------|
| Total | \$247,459 | \$232,673 | \$14,786 |
|--------------|------------------|------------------|-----------------|

| Balance Sheet | | |
|-----------------------|---------------------|---------------------|
| | Current | 12/31/2022 |
| Checking (combined) | \$59,839.84 | \$91,214.40 |
| Savings | \$120,101.71 | \$50,081.96 |
| | \$179,941.55 | \$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 | \$197,387.81 | \$182,601.62 |