New Jersey Chapter of BMW CCA Board Meeting

January 10, 2024

Board members present: Paul Ngai, Allison Mack, Jeff White, Dave Allaway, Matthew Cahn, Jamie Kavalieros, Ross Karlin, Josephine Skwish, Mark Hulbrock, Bill Van Ocker. Board members absent: Wade Howard, Lou D'Angeli. Others present: Larry Engel, Mirril McMullen*, Elihu Savad*, Doug Feigel*, Ron Gemeinhardt, Brian Morgan*, Neil Gambony, Stan Meyer, Jeff Caldwell. (* via audio/video teleconference).

President
Paul Ngai called the meeting to order at 7:36 PM at Alfonso's. Jeff White motioned to accept the November minutes as distributed and Allison Mack seconded (approved unanimously). Jeff White motioned to elect Lou D'Angeli as Business Manager, and Ross Karlin and Jamie Kavalieros as Members-at-Large (carried with 7 in favor, 1 opposed). Jamie Kavalieros motioned to appoint Vinnie Vigorito as Membership Chair, Jamie Kavalieros as Driver School chair, Ross Karlin as Race Chair, and Mark Hulbrock as Webmaster. After brief discussion, the appointment of non-board positions was tabled until next month. Ross Karlin motioned for the board to endorse Jeff Caldwell for BMW CCA President and Bill Van Ocker seconded (carried unanimously). Dissemination of the NJ Chapter board endorsement, and any associated wording or candidacy statements, will be deferred until clarification is obtained by Larry Engel on full compliance with national requirements.

Vice President
Allison Mack reported that no sponsor contacts have been made as yet this year. Dates have been reserved at Deutscher Club of Clark for a Show & Shine (4/25) and Pinewood Derby (12/3). Allison is planning on a Driving Events Q&A, possibly at Alfonso's, on 2/8 or 2/22. There was an extended discussion on the request from Bimmers United for assistance with an autocross at their Turnersville event (see November minutes). Due to availability of resources, and being outside of the NJ Chapter territory, the NJ Chapter is unable to provide primary assistance. Rather than decline outright on a potentially productive relationship, we will refer the request to the DelVal Chapter. Larry Engel will follow up with Bimmers United on this. Larry Engel noted that the NJ Chapter was among the five chapters in the region with increased membership in the last month, and the only chapter in the region with positive membership growth in 2023.

Driving Events
Jeff reviewed the NJ Chapter driving events survey results. The results were highly favorable and highlighted the critical importance of MotorsportReg and attracting non-member registrations. As reported in November, a select multi-chapter committee has spent considerable time mapping the process for registration and administration of autocross, driver school, and club races against the capabilities of Track Rabbit. On this basis, none of the committee members were in favor of adopting Track Rabbit. The committee considers its analysis complete. National is taking no current action on Track Rabbit following their failure to meet certain requirements by a 12/31/23 deadline. Jeff noted the diverse requirements of chapters such as GVC and Tarheel with bucket-list tracks and well-subscribed events, vs. West Coast chapters facing intense competition from a plethora of commercial track-event vendors and therefore needing strong marketing for their events. All of the NJ Chapter's 2024 driving events are on MotorsportReg. Jeff noted that 2024 is the 50th anniversary of NJ Chapter driver schools, which will be commemorated at our June event. Instructor Training School candidates are needed for April. Derek Leonard of Monticello Motor Club continues to express interest in working with BMW CCA on use of their facility. The possibility of a joint event between GVC and NJ Chapter has been suggested. Jeff is seeking a date for the Instructor Seminar. It was noted that BMW NA is planning to vacate their current headquarters building, our usual Instructor Seminar location, in favor of another location.

Driver Schools
Jamie Kavalieros reviewed the 2024 driver school dates, as reported in November and as currently posted. It was noted that National Capital Chapter (NCC) has a Friday advanced/solo and instructor date (7/12) which immediately precedes our weekend event at Summit Point. In cooperation with NCC, this will allow us to stage three consecutive days of Club Racing as a Premier Event. Jamie announced a planned change to our autocross policy which would reduce the minimum participant age from 18 to 17, provided that they are a licensed driver and a parent or legal guardian is present at the event (in addition to the minor waiver). This would continue to

comply with, and be more restrictive than, national minimum standards. The board raised no objection. Larry Engel mentioned a request for continued support of the Green Flag Committee (New Jersey Motorsport Park's charitable arm). There was no recollection of previous monetary support by the NJ Chapter. Mirril will be adding to the list of approved pre-event inspection shops. Larry will schedule two Tire Rack Street Survival Schools in June and either September or October, working around our other scheduled events.

Autocross
Elihu Savad reported that he has scheduled six autocross dates: 4/28, 5/26, 6/30, 8/4, 9/8 and 10/6. Insurance has been applied for, signed contracts have been returned, the NJSP license application has been submitted (pending national insurance renewal), and the dates have been provided to the EMT's and the port-a-john vendor. The 2023 Champ Series results are still pending.

Club Racing
Ross Karlin noted that last year's charity event was very profitable and he is anticipating a sizeable donation to the Westlake School as a result. Ross proposed that, rather than the usual check presentation at the Union County Educational Services Commission, it be presented at our 50th Anniversary driver school and club race. The board was in agreement. Everything is proceeding as needed for our 2024 Club Racing events.

Treasurer
Matthew Cahn distributed the 2023 Year-End Income & Expense and Balance Sheet report (see attached). Mathew transferred $120,000 to a CD at 5%. This followed Merril/Bank of America's inability to open a money market account for a non-profit organization. Matthew is still attempting to resolve our 2020 tax filing issue. Despite his best efforts, no vendor has been found who can provide electronic filling of a 990-T for the 2020 tax year, as requested by the IRS (our original timely paper filing was rejected). Larry will follow up on this long-standing issue with a tax attorney.

Secretary
Dave Allaway reported that the December (uncontested) election results for 2024 board positions were as follows. President: Paul Ngai, Vice President: Allison Mack, Treasurer: Matthew Cahn, Secretary: Dave Allaway, Director of Social Events: Josephine Skwish, Director of Driving Events: Jeff White, Director of Communications: Wade Howard, Members-at-Large: Mark Hulbrock and Bill Van Ocker. While the election link went out to our greater e-mail list, only BMW CCA members were permitted to vote, and any non-NJ Chapter votes were automatically excluded from the final result. In the final result 51 NJ Chapter members participated, with a maximum of two abstentions per candidate.

Business Manager
Lou D'Angeli was unable to attend but distributed, via e-mail, a preliminary sponsorship program for 2024, with associated pricing. This encompasses annual, HPDE, autocross, and Cars & Coffee sponsorships at various levels.

Social Events
Josephine Skwish reported that she is planning on a NJ Chapter-hosted Cars & Coffee (C&C) every month. She is also planning a New Member meeting for the end of February. Josephine announced a 2/3/24 indoor karting event at Supercharged Entertainment in Edison, co-marketed with the M Chapter. Registration still needs to be worked out. It was noted that all paying participants need to be BMW CCA members.

Members-at-Large
Mark Hulbrock will send save-the-date emails for our 2024 driver schools and autocross.

New Business
The next board meeting was set for Wednesday February 7th at 7:30 PM at Alfonso's. Ross motioned to adjourn at 9:14 PM and Jamie seconded (approved unanimously).

Respectfully submitted,

Dave Allaway, Secretary

Year-end 2023				
Event/Category	**Income**	**Expense**	**Net**	**Notes**
NJMP April 2023 Thunderbolt	$70,394	$71,799	($1,405)	
NJMP June 2023 Thunderbolt	$69,846	$55,003	$14,843	
SPR July 2023 Summit Point	$72,353	$53,672	$18,681	
SPR October 2023 Shenandoah	$29,920	$30,471	($551)	
Miscellaneous operations	$0	$0	$0	
Other (Non-recurring)	$0	$1,599	($1,599)	
Total Driving Events	**$242,513**	**$212,544**	**$29,969**	
Advertising/Newsletter	$2,800	$0	$2,800	
Dues/Membership	$9,345	$4,169	$5,176	
Telecomm. & Media	$0	$5,009	($5,009)	
Autocross	$18,215	$12,544	$5,671	
Instructor seminar	$584	$875	($292)	
Rally	$775	$178	$597	
Social Events	$3,985	$4,273	($288)	
Street Survival	$2,730	$3,238	($508)	
Toolbox	$0	$0	$0	
Meetings/Travel	$0	$5,447	($5,447)	
Fundraising & Donations	$3,200	$17,635	($14,435)	
Miscellaneous	$1,109	$3,711	($2,601)	
Total Other	**$42,743**	**$57,079**	**($14,336)**	
Total	**$285,255**	**$269,623**	**$15,632**	***Net @ Year-end 2022: $16,436***

Balance Sheet		
	Current	**12/31/2022**
Checking (combined)	**$32,698.29**	**$91,214.40**
Savings	**$111.19**	**$50,081.96**
13-Month CD (due 01/12/2025)	**$120,000.00**	
	$152,809.48	**$141,296.36**
Assets	**$4,746.26**	**$4,746.26**
Newsletter deposit	**$1,500.00**	**$1,500.00**
Venue rental deposits	**$39,178.00**	**$35,059.00**
	$45,424.26	**$41,305.26**
Total assets	**$198,233.74**	**$182,601.62**