New Jersey Chapter of BMW CCA Board Meeting

April 10, 2024

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

President
Paul Ngai called the meeting to order at 7:31 PM at Alfonso's. Jeff White motioned to accept the March minutes as amended and Ross Karlin seconded (approved unanimously). Paul wished everyone luck with this year's driving events, which kick off this weekend.

Vice President
Allison Mack reported that the New Member meeting went very well, with 35-40 attendees, including several who had been to the Cars & Coffee event. Our Show & Shine will be 4/25 at Deutscher Club of Clark (DCC). The June membership meeting will be 6/15 (Saturday) at eMpower Automotive. Our July meeting will be 7/18 at BMW of Bridgewater. Our August and September meetings will be at BimmerService by TySpeed and Circle BMW, respectively, with dates to be announced. Our participation in Biergarten at DCC is currently scheduled for July 12th, but this conflicts with our Summit Point event. We will request a swap with another club so that we may reschedule for July 19th. Allison attended our first Cars & Coffee of the year, which attracted over 250 cars. It will continue on the 2nd Saturday of every month through October.

Driving Events
Jeff White reported that we held our annual Regional Instructors Meeting last Saturday at BMW NA, with 55-60 attendees. Speakers included Derek Leonard of Monticello Motorsports Club and Jay Hansen of BMW Group. Jeff thanked BMW NA for the use of their facility and the display of M cars for our benefit. Jeff also thanked Lou D'Angeli and DelVal Chapter for sponsoring. Our Instructor Training School is this weekend, with seven candidates. It was noted that we need to focus on recruiting the next generation of drivers and instructors. It was noted that Club Racing School enrollment is also down.

Jamie Kavalieros reported that our first driver school is this weekend. We are short on registrations and stand to lose $15-18 thousand. There was an extended discussion on marketing of driving events and our role vs. other HPDE providers. The need to poll drivers at other venues on their perspectives was noted. Related ideas should be forwarded to the Driving Events Committee.

Larry Engel reported that our Tire Rack Street Survival (TRSS) school will be 6/9 and registration opens tomorrow. Larry has 20 staff members lined up and everything is ready. Our second TRSS school will be 9/29.

Club Racing
Ross Karlin reported that planning for our June club race will start after this weekend. He noted that this will be closer to other events than in previous years.

Autocross
Elihu Savad reported that everything is set for our first autocross on 4/20, with nine signups already. Elihu stated that it was OK to pay the stadium, which Mattew has already done. Elihu noted that we may need to recycle some course layouts from previous years.

Treasurer
Matthew Cahn distributed the Year-to-Date Income & Expense and Balance Sheet report (see attached). The chapter annual report has been submitted to National. This was subject to some technical difficulties on the National website with respect to his ability to enter some amounts. Matthew noted that no sponsors have been invoiced yet this year. Lou D'Angeli provided the sponsors and amounts to invoice and will follow up with an email. Mathew has arranged with NJMP to pay after the event, which will help avoid withdrawing a portion of our CD.

Business Manager
Lou D'Angeli reported that BimmerService by TySpeed will be the headline sponsor for this weekend's event. TySpeed will be provided a garage and will be allowed an opportunity to introduce themselves at the classroom and drivers meetings. BMW of Bridgewater is onboard as an autocross sponsor. Lou is still working on additional sponsorships.

Social Events
Josephine Skwish reported that 3/30 was our pop-up Cars & Coffee with 50 cars in attendance on just four days notice, including cars from New York. The venue owner provided bagels, pastry and coffee. Josephine suggested that the ability for online sponsorship signup would be useful. Two dealerships were mentioned as potential new sponsors. Both have expressed interest in hosting social events.

Communications
Wade Howard reported, via text, that our first scheduled Cars & Coffee had 250 cars, with lots of new faces and plenty of repeats, and we sold about 20 t-shirts at $40 apiece. The electronic newsletter is going out shortly. Wade has had preliminary discussions with Taylor Youngblood about a revamp of the chapter website. Taylor has relevant experience in marketing and web design and is interested in helping us out with this. Wade noted that he is aiming for an overall update, and while this make take a while, an initial review and plan will be presented to the board.

Members-at-Large
Mark Hulbrock reported that the Cars & Coffee was the most opened email, with 3,400 opens. The pizza party was also a popular email. Mark will try out incorporating user's names in the email subject. Mark spent $120 on HPDE ads which generated 829 clicks to our MotorsportReg (MSR) page. Mark suggested making the first MSR page a summary, with the details on a second page.

Membership
Vinny Vigorito reported that the previously approved tents will be arriving before our next Cars & Coffee. A "Dine to Donate" event will be held on 5/19 and 7/21 at Texas Roadhouse in Holmdel. We have approval for our picnic at Turkey Swamp Park in Freehold. This will be catered, with a DJ, and is booked for 200 people. This will be a non-public event. A deposit will be needed before next month. Vinny is still working on a waterfront event as previously reported.

Old Business
There was a discussion on the Westlake School donation, the financial basis, and the net profit from our June 2023 event to benefit the Westlake School. Dave Allaway motioned to donate $15 thousand to the Westlake School and Ross Karlin seconded (carried unanimously).

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

Respectfully submitted,
Dave Allaway, Secretary

Board Meeting – 10 April 2024

Event/Category	Income	Expense	Net	Notes
NJMP April 2024 Thunderbolt	$630.30	$17,659.69	($17,029)	
NJMP June 2024 Thunderbolt	$0.00	$11,126.00	($11,126)	
SPR July 2024 Summit Point	$0.00	$9,545.09	($9,545)	
SPR September 2024 Shenandoah	$0.00	$0.00	$0	
Miscellaneous operations	$5,885.00	$0.00	$5,885	
Other (Non-recurring)	$0.00	$6,133.95	($6,134)	
Total Driving Events	**$6,515**	**$44,465**	**($37,949)**	
Advertising/Newsletter	$0.00	$0.00	$0	
Dues/Membership	$6,563.99	$1,934.64	$4,629	
Telecomm. & Media	$0.00	$943.64	($944)	
Autocross	$0.00	$184.71	($185)	
Instructor seminar	$0.00	$0.00	$0	
Rally	$0.00	$0.00	$0	
Social Events	$2,479.00	$3,262.65	($784)	
Street Survival	$0.00	$0.00	$0	
Toolbox	$0.00	$0.00	$0	
Meetings/Travel	$0.00	$1,217.72	($1,218)	
Fundraising & Donations	$0.00	$0.00	$0	
Miscellaneous	$0.00	$570.15	($570)	
Total Other	**$9,043**	**$8,114**	**$929**	
Total	**$15,558**	**$52,578**	**($37,020)**	

***Net as of April 2023:* ($94,748)**

Balance Sheet

	Current	12/31/2023
Checking (combined)	$23,656.34	$32,698.29
Savings	$111.19	$111.19
13-Month CD (due 01/12/2025)	$120,000.00	$120,000.00
	$143,767.53	$152,809.48
Assets	$4,746.26	$4,746.26
Venue rental deposits	$11,200.00	$39,178.00
	$15,946.26	$43,924.26
Total assets	$159,713.79	$196,733.74