New Jersey Chapter of BMW CCA Board Meeting

September 18, 2024

Board members present: Paul Ngai, Jeff White, Dave Allaway, Ross Karlin*, Jamie Kavalieros*, Josephine Skwish, Wade Howard, Matthew Cahn. Board members absent: Allison Mack, Bill Van Ocker, Mark Hulbrock. Others present: Brian Morgan, Stan Mayer, David Chu, Ron Gemeinhardt, Kevin Sheehy*, Larry, Jeff Caldwell. (* via audio/video teleconference)

President
Paul Ngai called the meeting to order at 7:33 PM at Alfonso's. Jeff White motioned to accept the August minutes, as distributed, and Wade Howard seconded (approved unanimously).

Paul noted that it has been a busy year, and thanked all the loyal members who have been with us for many years. Paul also thanked the board members for everything they have done this year. Paul reported that the VDC tour was a success, sold out with 100 attendees, and raised $3,007 for the BMW CCA Foundation (including $575 in direct contributions). Paul thanked BMW of Bridgewater for sponsoring and catering, and noted the cool displays of new and classic vehicles by BMW NA and attendees. Paul noted that we are fortunate to have Larry Engel (BMW CCA Regional VP) and Jeff Caldwell (BMW CCA President) present. Both Larry and Jeff commented on the importance of communication, transparency, and members helping each other as ways of improving the member experience and promoting membership.

Regional VP
Larry Engel noted that as of September 1st we have experienced a five percent year-to-date decline in membership. The national board has approved adding autocross participants (totaling approximately 100 for the NJ Chapter) as six-month memberships. Larry will be hosting a follow-up Zoom meeting on membership growth and retention, with special focus on the example set by the Florida SunCoast Chapter.

National President
Jeff Caldwell commented on the definitional distinction between 'transactional' members (based on autocross attendance, purchase rebate, etc.) vs. 'value' members seeing ongoing value in membership. The national board sees more benefit in keeping existing members actively participating vs. attracting transactional members. Jeff encouraged everyone to put resources against programs that provide value to members.

Vice President
Paul reported, on Allison Mack's behalf, that we had a successful Cars & Coffee recently. The upcoming Bimtoberfest at Bridgewater BMW was noted. Our next monthly membership meeting will be tomorrow at Circle BMW. Allison is working with Josephine on a 9/22 pop-up meeting (see below). Our October meeting will be 10/26 (Saturday) at by Bimmer Service by Tyspeed. Paul noted that a charity drive in memory of Gary Bossert will be held in conjunction with the E30 SigFest and will end at Bear Mountain.

Driving Events
Jamie Kavalieros reported that we hosted a pot-luck dinner last weekend at the sold-out National Capital Chapter (NCC) event at Summit Point. We are talking with NCC, DelVal Chapter, and Genesee Valley Chapter on possible collaborative events. Our latest autocross was two weeks ago and was successful, with 52 participants. We have one remaining autocross this year on 10/6.

Larry reported that our 9/29 Tire Rack Street Survival (TRSS) school has one remining student opening. We need someone to bring the trailer up from Bridgewater, as Jamie is not available.

Ron Gemeinhardt reported that our fall rally will be 10/19 and will start at the Clinton Station Dinner (subject to change). The finish location is to be announced. Ron has the route and needs prizes.

Treasurer
Matthew Cahn distributed the Income & Expense and Balance Sheet report (attached) reflecting a year-to-date loss of $40,192. We still owe NCC approximately $9,500 for Friday at our July Summit Point event. Larry just gave the BMW CCA Foundation a $4,000 check for our June TRSS. Paul encouraged exploring additional sponsorship opportunities, citing NCC as an example. Matthew questioned whether there are sponsors he should be billing, and he will contact Allision in that regard. Dave Allaway noted the gap between our 2023 year-end venue rental deposits and our currently available (non-CD) cash balance. Matthew stated that he would attempt to delay our upcoming venue rental deposits until January to address this issue.

Social Events
Josephine Skwish reported that our September Cars & Coffee last weekend had over 150 cars. We will have a pop-up on 9/22 from 8 to 11 AM at Detailing World NJ in Springfield. Coffee and restrooms will be available. We are not planning on participating in the Bimmer Invasion event at NJMP on 10/13.

Communications
Wade Howard reported that he is working on a last round of edits on the Westlake School donation press releases. A revamp of the chapter brochure with revised graphics will be available in the next two weeks. We are working on a website revamp and looking for someone outside the group to give us opinions and suggestions. It was noted that we are continuing to get thanks from members for doing events in Bergen County

The next board meeting was set for Wednesday October 16th at 7:30 PM at Alfonso's. Jeff White motioned to adjourn at 8:32 PM and Matthew Cahn seconded (approved unanimously).

Respectfully submitted,
Dave Allaway, Secretary

Board Meeting – 18 September 2024

Event/Category	Income	Expense	Net	Notes
NJMP April 2024 Thunderbolt	$51,015.30	$72,873.92	($21,859)	
NJMP June 2024 Thunderbolt	$71,113.00	$71,947.85	($835)	
SPR July 2024 Summit Point	$59,205.80	$64,187.61	($4,982)	Preliminary (owe NCC for Friday)
SPR September 2024 Shenandoah	$0.00	$0.00	$0	
Miscellaneous operations	$7,355.00	$42.37	$7,313	Jackets: ($5885)
Other (Non-recurring)	$0.00	$13,331.78	($13,332)	Jackets: ($11,650), Helmets, Shirts
Total Driving Events	**$188,689**	**$222,384**	**($33,694)**	
Advertising/Newsletter	$400.00	$0.00	$400	
Dues/Membership	$10,456.69	$1,934.64	$8,522	
Telecomm. & Media	$0.00	$1,956.69	($1,957)	
Autocross	$15,752.15	$9,794.04	$5,958	
Instructor seminar	$220.62	$0.00	$221	
Rally	$0.00	$0.00	$0	
Social Events	$2,479.00	$3,769.26	($1,290)	
Street Survival	$0.00	$1,240.00	($1,240)	
Toolbox	$0.00	$0.00	$0	
Meetings/Travel	$0.00	$3,805.28	($3,805)	
Fundraising & Donations	$0.00	$11,883.00	($11,883)	
Miscellaneous	$60.00	$1,483.55	($1,424)	
Total Other	**$29,368**	**$35,866**	**($6,498)**	
Total	**$218,058**	**$258,250**	**($40,192)**	***Net as of Sept 2023: $17,568***

Balance Sheet

	Current	12/31/2023
Checking (combined)	$20,483.86	$32,698.29
Savings	$111.19	$111.19
13-Month CD (due 01/12/2025)	$120,000.00	$120,000.00
	$140,595.05	$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	$156,541.31	$196,733.74