

**BOARD OF GOVERNORS MEETING for July, 2019  
NORTHERN NEW JERSEY REGION – PORSCHE CLUB OF AMERICA, INC.**

**DATE:** Thursday, July 11, 2019

**PLACE:** The Brick Academy, Basking Ridge, NJ

**PRESENT:** Tom Swift, Janice Ernsting, Cindy Cristello, Shannon Muller, Grant Lenahan, Linda King, Hubert King, Steve Corodemus, Chris Erven, Jeff Erven, Bill Gilbert, Stu French, Nancy Samsel, Rudy Samsel, Craig Mahon, Ken Casterline, Petra Swift, John Vogt, Jeff Krol, James Coleman, Knute Hancock, Thom Calabro, Dennis Thovson

**ABSENT:** Bob Knapik, Jose DeLaCruz, Tony Cristello, Dyke Henson,

**CALL TO ORDER:** The meeting was called to order by President, Tom Swift, at 7:35pm

**APPROVAL of MINUTES:** See Motions Passed Prior to Meeting (below).

**AGENDA:** [Agenda items in bold; meeting outcome in italics]

**I. Updates to Old Business: none**

**II. Updates/Supplements/Redirections to written Committee Chair reports**  
*[updates appear following each respective report]*

**III. New Business:**

- A. Nominating Committee Report:** Bill Gilbert, Chair, announced the Nominating Committee's official slate of candidates nominated for 2020:

President:	Janice Ernsting
Vice President:	Lester Chang
Secretary:	Cindy Cristello
Treasurer:	Rich Barry
Governor:	Dana Beaton
Governor:	Bruce Hernsdorf
Governor:	Peter Schneider

The list will be published in P4US; election will be held during the November business meeting.

- B. Charity:** Hubert King led a discussion around plans to select a charity in 2020 (see Charity report below), which will start with collecting nominations from members. The Charity Committee will vet the nominations, and compile a list for BOG discussion which will lead to finalists being invited to present to the BOG for consideration.
- C. Cruise Night Debrief:** Group discussion on what went well, and what could be improved upon for next year. Key takeaway: One central coordinator, Captains to cover assigned 'zones', and use of

radios to facilitate communication (especially between the field parking and the entry ramp managers).

## REPORTS:

### I. **Officers' reports:** [as submitted in advance; *updates during/after the meeting in italics*]

**President:** [Tom Swift] see Agenda above

**Vice President:** [Janice Ernsting]

NNJR joined NER PCA at Le Circuit Mont Tremblant July 5-7 for the third annual joint event. Officially, the event belongs to NER as it is their contract. We were asked to join in because they could not attract enough drivers to make that event financially feasible. I did not attend this year and will ask Dyke Hensen to fill us in at the BOG meeting later this week.

I have been working with Chip Henderson from MOR PCA to finalize the finances from our joint DE/CR event held at Mid Ohio back in May. There was some outstanding track damage that had prevented us from completing that process. Fortunately, that was settled, and we are expecting a check in the mail any day. On a high note, we finished ahead of expected and split a profit with MOR. This is a significant improvement over our loss from last season. Results from the survey that Bill Gilbert conducted as a follow-up were mostly positive with a majority of drivers saying they had a positive experience. There were lots of suggestions for improvements and we will take those into consideration when planning for next year. I'm told an article will appear in the Club Racing magazine July issue about our joint event with MOR. The PCA National racing organizers have reached out to me to thank NNJR for allowing MOR to share our event. They are very appreciative.

Craig and I are very busy planning for Watkins Glen. Also, Shannon has had several conversations with catering at the track making plans for the BBQ on Saturday night. We are expecting 262 drivers for this event. We have extended the track time on Friday and Saturday by 1 1/2 hours to accommodate separate Green and Yellow run groups at an additional cost. We are currently looking for 13 additional instructors to cover all the students on the wait list.

We have four events remaining on this years schedule.

**Secretary:** [Cindy Cristello] no report

**Treasurer:** [Shannon Muller]

Attached please find the May 2019 Treasurer Report.

Some items worth noting:

- Membership received from PCA the Quarterly Rebate.
- P4US received Ad Income. Thank you Steve.
- May's expenses include 2 months of payments to Silhouette's.
- Social received income from Trek to the Shore and had expenses from the Simone Museum & Trek to the Shore at Bahr's Landing.
- Program charges are from Monthly Meetings held at VFW Hall in Morris Plains.
- This report contains corrected YTD budget numbers, they are in Blue.

## II. Board and committee reports: [as submitted in advance; updates during/after the meeting in italics]

### **Autocross:** [Grant Lenahan]

We just completed our first (or two) Pocono events held not he East course. This event was shared three ways between us, RTR and NNJR-SCCA. We had over 100 entrants, beautiful weather, and a fantastic course. The SCCA guys really stepped up - without them we could not have pulled this off.

In the end, NNJR-PCA's 1/3 will net us a small profit - a fantastic result (since we also only risked 1/3 as well. The same structure is in place for our September event. All the Pocono events are legally OURs (our contract, our MSR.com page, our rules, our insurance).

We have two upcoming events at MetLife; July 21 and August 4th. Both of those events are legally the SCCA's.

It is becoming apparent to me that Pocono events are not just good business, they are really great racing. The downside is that it demands that workers travel ahead and get rooms - both a lot of work and hard to get workers to commit. Obviously I am very appreciative to the many cross three clubs that did.

### **Charity:** [Linda and Hubert King]

#### **Progress for 2019**

Gold Ticket Raffle sales are off to a great start. Our first sales were at the Thunderbolt DE event. This was followed by sales at Pocono Autocross and at Cruise Night. Total sales to date are 24 tickets, 65% of the entire 2018 sales! We are well on track for goal of doubling the number for 2019. Thanks to everyone for help with sales. We anticipate significant sales at the upcoming Watkins Glen weekend, and we will be there Friday and Saturday to help.

#### **Looking to 2020**

In 2020 we will select a new charity to support. A brief history: we have supported Employment Horizons (2015-present), Somerset Hills Learning Institute (2010-2014), and Employment Horizons (2005-2009). Our club rules do not specify duration of support, but we've given an indication of multiple, ~4 years, support to help the recipient plan. Following past practice, in the next few months we will solicit the NNJR membership for 2020 nominations, which we will collect/research. We will present this list to the board that will select some number of finalists to make presentations to the board. We have already received two nominations: Goryeb Children's Hospital Foundation and New Jersey Interscholastic Mountain Biking.

In selecting a charity we suggest the following criteria:

#### Guidelines for NNJR Charity Sponsorship

1. Mission aligned with NNJR club principle, "providing support and resources to those less fortunate."
2. Must be non-profit with tax-exempt status 501(c) X, e.g. 501(c) 3 etc.
3. Active in NNJR club region

4. Moderate size organization, i.e. our ~20k\$ annual donation would make a difference
5. Familiar and willing to obtain gaming licenses necessary to run Charity Event: 50-50 Raffle, Tricky-Tray, Silent Auction and Gold Ticket Raffle
6. Volunteers willing to help work on night of Charity Event, especially help with handling financials, including CC machines

**Communications Business Manager:** [Steve Corodemus] no report

**Concours:** [Chris Erven and Jeff Erven] no report

**Dealer Liaison & Sponsorship:** [Bill Gilbert] no report

**Driver Education:** [Janice Ernsting] see report under Vice President (above)

**DE Registrar / Club Racing:** [Craig Mahon] no report

**Historian:** [Stu French and Bob Knapik]

- Decade of 90s & 2000 for publication in P4US during 2019
- P4US Article planned for NNJR at 7-19 Boca Parade, similar to 3-18 Amelia/Werks coverage in P4US

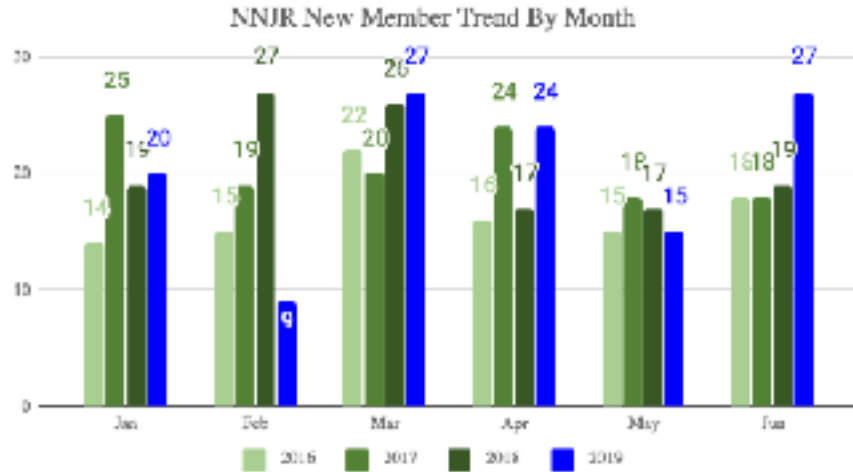
**Membership:** [Nancy and Rudy Samsel]

**New Members:** June proved to be a strong month for new members with 27 entering the NNJR family. With 122 new members YTD, we're two ahead of our plan for 2019 so we continue forecasting 240 primary members for the year. YTD totals through June are consistent with the trends of the past three years:

**NNJR New Primary Members By Month & Year**

Year	Jan	Feb	Mar	Apr	May	Jun	YTD	YoY
<b>2016</b>	14	15	22	16	15	18	<b>100</b>	
<b>2017</b>	25	19	20	24	18	18	<b>124</b>	24.0%
<b>2018</b>	19	27	26	17	17	19	<b>125</b>	0.8%
<b>2019</b>	20	9	27	24	15	27	<b>122</b>	-2.4%

The bar graph below summarizes new members by month YTD June for the past four years:



**Overall Membership:** Primary memberships as of June 1st stands at 2,304, which is the third straight month of exceeding the elusive 2,300 level! Combine that with 1,470 Family and one life member and NNJR's total membership currently stands at 3,775. As the graph below illustrates, overall membership continues to hover just below the elusive 3,800 threshold. While we've started more actively promoting the new easy-to-use online sign-up for family members as well as a supporting e-blast to help drive Associate membership back up to levels last seen in 2015, so far that strategy has not panned out. We are continuing to monitor.



NNJR Associate Member Monthly Trend



NNJR TOTAL Member Monthly Trend



**Panorama Region Submission** - Nancy submitted pictures and a write-up of the June Picnic for the August Panorama edition and hopefully you saw the July edition highlighting the trip to the Simeone Museum.

**WE NEED YOUR HELP!** We do not foresee us attending any NNJR events in July, so can one of the other Activity Chairs provide Nancy with pictures and a writeup of an event from this month by Monday, July 29th?

**Membership Budget** - The blue table summarizes our spend for the month of June while the green table projects our plan expenses for 2019. For June Membership achieved favorability versus plan; overall we continue to forecast remaining on budget for 2019.

**Planning:** [Bill Gilbert] no report

**Program:** [Ken Casterline] no report

**Publications-P4US Editor in Chief:** [Petra Swift] no report

**Px:** [Jose DeLaCruz] no report

**Rally/Trek:** [John Vogt]

I have driven The Summer Sizzle Rally route five times and it is perfected. The roads will make our members smile. The destination is the Long valley Brew Pub. and that will also make the troops smile. We will have good weather for Sunday and I hope the BOG joins in the fun

**Social:** [Cindy and Tony Cristello]

The wine tasting was highly successful; over 100 attendees enjoyed the wines from Hermann j, Wiemer vineyard. Oskar Bynke was one of the most engaging and entertaining speakers we've had to date. He even brought cuttings from the vineyard to aid in his presentation, and several lucky folks got to take them home.

**Social Media:** [Jeff Krol] no report

**Technical:** [James Coleman and Knute Hancock]

In July the Tech Committee has the following scheduled activity:

Come join us for a up close presentation of Porsche Motorsports 911 GT3 R. PMR is very fortunate to be able to field and support this truly remarkable race car. The 911 GT3 R is Porsche Motorsports 2nd most potent offering placed in between the 911 GT3 Cup and the mid-engine 911 RSR. This particular car was Porsche Motorsport Asia Pacific's factory supported entry in the 2017 and 2018 seasons. Presently, there are only (3) currently in the states, making this a rare opportunity to view the GT3 R. We plan to have the vehicle displayed with bodywork off and on exposing the engine, brakes and suspension.

Saturday July 20th, 10am – 1pm

Precision Motorsports Racing

Long Valley, NJ

Currently no other activities are scheduled for August or September.

**Webmaster:** [Dyke Henson] no report

**MOTIONS PASSED PRIOR TO MEETING:** none

**MOTIONS PASSED DURING MEETING:** none

**UNFINISHED BUSINESS:** none

**ANNOUNCEMENTS:**

**NEXT MEETING:** Thursday, August 8, 2019

**FUTURE MEETINGS:** Thursday, September 5; Thursday, October 3; Thursday, November 7; December TBD

**ADJOURNMENT:** Upon a motion made by Knute Hancock, and seconded by Rudy Samsel, the meeting was adjourned at 9:00pm.

Respectfully submitted,

Cindy Cristello, Secretary