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**BOARD OF GOVERNORS MEETING for January, 2020
NORTHERN NEW JERSEY REGION – PORSCHE CLUB OF AMERICA, INC.**

DATE: Thursday, January 9, 2020

PLACE: The Brick Academy, Basking Ridge, NJ

PRESENT: Janice Ernsting, Lester Cheng, Cindy Cristello, Rich Barry, Dana Beaton, Bruce Hernsdorf, Peter Schneider, Grant Lenahan, Steve Corodemus, Hubert King, Ellen Hays, Bill Gilbert, Thom Calabro, Craig Mahon, Stu French, Rudy Samsel, Nancy Samsel, Shannon Muller, Tony Cristello, James Coleman, Knute Hancock, Dyke Henson, Kevin Fitzsimmons

ABSENT: Tom Swift, Petra Swift, John Vogt, Dennis Thovson

CALL TO ORDER: The meeting was called to order by President, Janice Ernsting, at 7:34pm.

APPROVAL of MINUTES: Steve Corodemus moved to accept the previously distributed draft minutes as final. Motion was seconded by Bill Gilbert and carried by majority vote.

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. Welcome New BOG members:** Following the call to order, Janice welcomed the new BOG members. All members introduced themselves and provided a brief overview of their tenure in the Club and on the Board.
- B. Calendar setting:** Dyke led the Board in setting the 2020 calendar. Please contact Dyke with any changes/corrections or to inquire if a date is open.
- C. February meeting preparation:** Next month's meeting will focus on approving the 2020 budget, which will be proposed by the Executive Committee (President, VP, Secretary, Treasurer, Past President) and endorsed by the Governors. Committee Chairs should send their budgets to Lester Cheng if they have not already done so.

REPORTS:

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

President: [Janice Ernsting] see Agenda above

Vice President: [Lester Cheng] no report

Secretary: [Cindy Cristello]

Minutes from the December, 2019 meeting have been posted to the website.

Treasurer: [Rich Barry] Reports from Shannon Muller (2019 Treasurer):

Attached please find the November 2019 Financial Report. Some items worth noting:

- **Autocross** made disbursements to the Partners from final Pocono event.
- **Concours** had its final event which was held at Wingfoot Farms. Congrats on a successful event!
- **DE** saw final VIR charges and made deposits for 2020 DE Season.
- **Membership** received its final PCA Quarterly Rebate for the Year.
- **P4US** made usual monthly payments and Steve brought in healthy ad income. Thanks Steve.
- **Program** costs were made up of Monthly Meeting fees and Slide Night.
- **Rally** held the Dreyfus Rally which is also the final event of the Year. Congrats John on a great Season!
- **Social** received Holiday Party income.
- **Vehicle and Trailer** had maintenance charges.
- **Web/Email** made payments to update our Website and Software.
- **Off-Road** received entry fees for the November event and made payments for the bulk of the event. Congrats Peter, I know you put in so much time to make it an unforgettable event.

Attached please find the December 2019 Year End Report. Some items worth noting:

- **Autocross** made a final payment to a co-sponsor. Thank you Grant for all the behind the scenes work.
- **Charity** held its very successful Auction in December with payments made to the venue. Congrats Hubert & Linda and all those who helped out.
- **Concours** saw final expenses for the season which includes awards given out at the Holiday Party. Thank you Jeff for your hard work while being Concours Chair!
- **P4US** incurred usual monthly expenses and Steve collected another strong month of Ad Income from our advertisers.
- **Social** hosted the well attended Holiday Party at the Highlawn Pavilion. Thank you Cindy and Tony, it was a blast! If you missed it this year, don't next year!
- The Club ended the year with a surplus which is a huge win for Janice since the bulk of that number was from DE.

Past President / Planning: [Tom Swift]

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

Autocross: [Grant Lenahan] no report

Business Manager: [Steve Corodemus]

With some effort, we were able to finish with a 92 per cent collection rate from our 24 advertisers. See attached Summary.

I await the 2019 Treasurer's final report regarding income vs expenses for PorscheForum. The December 2019 Panorama issue published PCA's six month financials. It showed income offset

only 61 per cent of its Panorama costs. In reviewing past issues of PCA financials published in Panorama, this appears to be a recurring number. [BTW - Congratulations to Nancy and Rudy Samsel for getting yet another article *From the Regions* published in Panorama].

A recent email from a veteran PorscheForus advertiser (in good stead with NNJR) indicates a problem. We have ignored our advertisers. An effort has to be made in 2020 to engage ALL our advertisers to identify strategies to deliver value to them. This effort will translate to better business for our advertisers, easier collection efforts by NNJR and can facilitate the opportunity to raise advertising rates.

Charity: [Hubert King]

The annual Charity event was held on December 11, 2019. Approximately 125 people attended the event, participating in Tricky Tray, Silent Auction, Golden Ticket Raffle and 50-50 Raffle. Thanks goes to the 22 combined EH and NNJR volunteers that contributed to making the Event a success. We received 136 donated items, ranging in price from \$1000 to \$15. This year, a soft cutoff of \$75 for the Silent Auction was applied. Items unlikely to attract significant bids were moved into the \$10 Tricky Tray category. To alleviate crowding, we moved the auction tables further apart and allocated two round tables for overflow. We also arrange items by value, resulting in three rows of Tricky Tray tables and one row of Silent Auction ones. Bidding on Silent Auction items was lively. Clearly a highlight was the Porsche 911 watch donated by Paul Miller. Thanks for facilitating that donation goes to Bill Gilbert. To eliminate the shortage of drink tickets encountered last year, we implemented a \$15 entrance fee, combining that with two drink tickets each. Employment Horizons Culinary Arts supplied a delicious buffet dinner for a very modest \$4.50 per person, which included all sodas, paper goods, and plastic cutlery. According to the final tally from Employment Horizons, the Event generated \$16,670, with a breakdown of revenue for respectively; Tricky Tray, Silent Auction, Golden Ticket Raffle, 50-50 Raffle, and Entrance Fee; as follows: ~\$4300, ~\$4,400, ~\$6000, ~\$440, and ~\$1500. We plan to have a presentation ceremony soon at the EH facility, where a photo of us presenting a ceremonial check will be taken.

We have begun process of interviewing new charities for 2020. As agreed, a small NNJR group will visit and interview folks at the four highest-ranked places from last year's nominations

Nominee	Visit Date
Goryeb Children's Hospital Foundation	1/14/20
Cheshire Home in Florham Park	12/30/19
Newark YMCA	TBD
Karen Ann Quinlan Hospice	TBD

Concours: [Ellen Hays] report submitted by Kevin Fitzsimmons:

- Ellen Hays and Kevin Fitzsimmons met with Jeff and Chris Erven for an overview on the Concours activities.
- We have a draft of the preferred 2020 Concours workshops and Judged dates to be reviewed at the Jan 9 meeting.

- With Concours judged events being rain/shine the need for a sufficient size canopy (10X20') to provide shelter for the club laptop, coffee/food and club members is highly recommended. We have some quotes prepared for review. Nice to have option discussed is to invite our Supporter ID Signs to quote for side curtains with appropriate Porsche Club Logo.

Dealer Liaison & Sponsorship: [Bill Gilbert] no report

Driver Education: [Thom Calabro] no report

DE Registrar / Club Racing: [Craig Mahon]

Things have been busy behind the scenes in preparation for the 2020 season. All events have been entered into MotorsportReg and can be accessed here: <http://nnjr-pca.motorsportreg.com/> This link should be used for all correspondence so that all interested participants can see our entire schedule. I will be helping Thom get out a blast to past participants informing of our events.

The open and close dates are as follows:

Event, Date	Open	Close
Lime Rock April 14-15	Feb 19	April 1
Lightning 1 April 25-26	Feb 29	April 11
Mid-Ohio May 15-17	Feb 1 (tentative)	May 1
Thunderbolt May 29-30	April 3	May 15
LCMT (with NER) July 3-5	March 15	(v i a ClubRegistration.net)
Watkins Glen 1 July 24-26	May 27	July 10
Summit Point Aug 17-18	June 22	Aug 3
Watkins Glen 2 Sept 21-22	July 27	Sept 7
Lightning 2 Oct 10-11	Aug 15	Sept 26
VIR Oct 30 - Nov 1	Sept 4	Oct 16

Historian: [Stu French]

- Decade of 90s & 2000 await publication in P4US
- Planning to attend Amelia & Werks (FLA) 3/20, providing article w/ images of NNJR members displaying vehicles

Membership: [Rudy Samsel] no report

New Member Liaison: [Nancy Samsel] no report

Program: [Shannon Muller] no report

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

Rally/Trek: [John Vogt] no report

Social: [Tony Cristello] no report

Technical: [James Coleman and Knute Hancock] no report

Webmaster: [Dyke Henson] no report

MOTIONS PASSED DURING MEETING: none

UNFINISHED BUSINESS: none

ANNOUNCEMENTS: Matt Fine, who has been instrumental in developing and managing our monthly e-blasts, is planning to step down at this year. He is looking to transition the job, estimated at approximately 9 hours per month, to a successor over the next several months. Volunteers should contact Janice and/or Matt.

NEXT MEETING: Thursday, February 6, 2020

FUTURE MEETINGS: Thursday, March 12; Thursday, April 2; Thursday, May 7; Thursday, June 4; Thursday, August 6; Thursday, September 10; Thursday, October 1; Thursday, November 5; December TBD

ADJOURNMENT: Upon a motion made by Knute Hancock, and seconded by James Coleman, the meeting was adjourned at 8:52 pm.

Respectfully submitted,

Cindy Cristello, Secretary