

BOARD OF GOVERNORS MEETING for January 2025

NORTHERN NEW JERSEY REGION – PORSCHE CLUB OF AMERICA, INC.

DATE: Thursday, January 9, 2025

PLACE: Online, via ZOOM

PRESENT: Ron Miguel, Steve Eisenberg, Cindy Cristello, Britt Findlay, Rich Barry, Doug Holcomb, Jim Vinci, Grant Lenahan, Hubert King, Hank Menkes, Bill Gilbert, Thom Calabro, Craig Mahon, Knute Hancock, Allen St. John, Peter Schneider, Tony Cristello, Glen Ochten, Michael Kosinski, Nicole Callen, Peter Miller

ABSENT: Anthony Wartel, Alan Zambarano, Anthony Margaritondo, John Korossy, John Vogt

CALL TO ORDER: The meeting was called to order by President, Ron Miguel, at 7:33pm.

APPROVAL of MINUTES: Knute Hancock moved to accept the previously distributed draft minutes from the December 2024 meeting 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. **BOG Changes** – Ron announced two new additions to the BOG: Anthony Margaritondo will join as Membership Chair, and Michael Kosinski will join as Webmaster. Nicole Callen will step down from Social Media Chair at the end of January.
- B. **February Meeting** – The BOG is reminded that February’s meeting will focus on the budget. Activity chairs should forward draft budgets to Steve as soon as possible to facilitate a pre-meeting review by the EC.
- C. Glen Ochten shared the news that Oscar at Stable Energies is organizing some C&C style events at their new venue (which has GREAT parking!) on March 22 and March 29. They are encouraging vendors to join and set up tents.
- D. Doug Holcomb led the BOG through the date setting process for 2025. Event chairs are asked to get their event descriptions to Nicole BEFORE the end of January so that she can incorporate the information into the Master calendar.

REPORTS:

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

President: [Ron Miguel] see Agenda above

Vice President: [Steve Eisenberg] no report

Secretary: [Cindy Cristello] Minutes from the November 2024 meeting have been posted to the website.

Treasurer: [Britt Findlay]

Report from outgoing Treasurer Kim VanPala Aievoli:

Please find attached the December 2024 Statement of Activity and Statement of Financial Position. Please note since the club is on a cash basis of accounting, every year not all of the outgoing checks get cashed before 12/31 and so some programs such as Porscheforum, Off-road and others will show 2024 expenses in the January reports. Highlights this month are as follows:

- We continue to sell the beautiful and warm NNJR blankets.
- Our Autocross program's 2024 deposit was returned from The Meadowlands.
- Social program is showing revenue and expenses from our fabulous holiday party
- Charity made large donations to two New Jersey food banks
- Porscheforum expenses include printing and publishing costs for our gorgeous print magazine
- We reimbursed Autocross, Concours, Driver's Ed, New Member, Program and Rally for the remainder of their 2024 expenses.

It has been my pleasure to serve as your Treasurer these past three years

Past President: [Rich Barry] no report

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

Autocross: [Grant Lenahan] no report

Business Manager: [Anthony Wartel]

2025 Invoices will be sent out to all current Porscheforum advertisers by January 20th with a due date of February 3, 2025 for the 1st quarter or full year payment. An accompanying letter advising all to update their current ad will be included along with an advertising agreement to be signed and returned with the first payment.

Three advertisers remain delinquent for 2024. Attempts will be made by email, telephone and personal visits during the last two weeks of January.

Current advertising rates have not increased since at least 2020, if not later.

Charity: [Hubert King]

Gold ticket drawing held December 18 with 1st; Frank Fiore, and 2nd; Bob Weeman. Sales totaled 163 tickets, \$8150 donation to Cheshire Home

Total Charity donations for 2024 are a record \$79,774 (previous record \$64,000): Cheshire Home \$78774 and Food Banks \$1000

NNJR was nominated for PCA Public Service Award. Thanks to all for their input and fingers crossed for good news at 2025 Parade in July when winners announced.

Concours: [Hank Menkes / Alan Zambarano]

The Concours team took the month of December off to enjoy the holidays. Our focus in the next two month will be to tie down dates and venues for our 2025 activities.

Dealer Liaison & Sponsorship: [Bill Gilbert] no report

Driver Education: [Thom Calabro]

The 2025 DE season has been set. I've been working with Mid-Ohio, NY Metro, Potomac, and Allegheny PCA regions. This will be our second year splitting the financials with MOR at Mid-Ohio Sports Car Club. NY Metro has agreed to advertise our Mid-Ohio and VIR events to their members. They have not booked their Summit Point DE for 2025, normally the week following VIR. We've have reciprocated by agreeing to advertise their Palmer and Lime Rock events. While we have worked well with the other two clubs in the past, I don't yet have them agreeing to support any of our events, even though we have theirs on our calendar. Disappointing.

Most of the contracts have been signed, and deposits sent. We again have Mother's Day weekend at Mid-Ohio in 2025. The track rate has been increased by almost 24%. I'm still awaiting an answer from them to reduce our track fee due to the holiday weekend. VIR has yet to send their contract.

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

Historian: [Knut Hancock] no report

Membership: [Anthony Margaritondo]

Report from outgoing Membership Chairs Rudy and Nancy Samsel:

Below is our January 2025 monthly update on Membership, New Member Trends, and specific related activities through January 1, 2025.

It's with a heavy heart that we announce this will be our last report, but we are confident that Anthony Margaritondo will be in great hands with these duties.

New Membership Enrollments

- For 2024, NNJR signed up 217 new members, exceeding our plan of 200 by nearly nine (8.5%) percent.
- While we exceeded our conservative plan, New member enrollments for 2024 declined (-5.2%) from 2023.

NNJR 2024 New Member Trend: Plan vs. Actual By Month

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	
Plan	14	18	18	17	17	17	17	17	17	17	16	15	200	
Actual	15	9	12	16	28	23	18	18	17	17	22	22	217	8.5%
	1	-9	-6	-1	11	6	1	1	0	0	6	7	17	

Year	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD	
2016	14	15	22	16	15	18	19	20	12	8	10	13	182	
2017	25	19	20	24	18	18	19	15	16	15	15	24	228	
2018	19	27	26	17	17	19	20	21	17	24	19	17	243	
2019	20	9	27	24	15	27	15	15	21	20	15	13	221	
2020	23	20	13	15	20	27	24	22	24	21	21	17	247	
2021	22	13	26	29	23	26	23	17	17	24	16	12	248	
2022	20	20	23	24	17	26	19	16	22	26	19	16	248	
2023	20	21	15	22	24	15	18	24	14	24	13	19	229	
2024	15	9	12	16	28	23	18	18	17	17	22	22	217	-5.2%

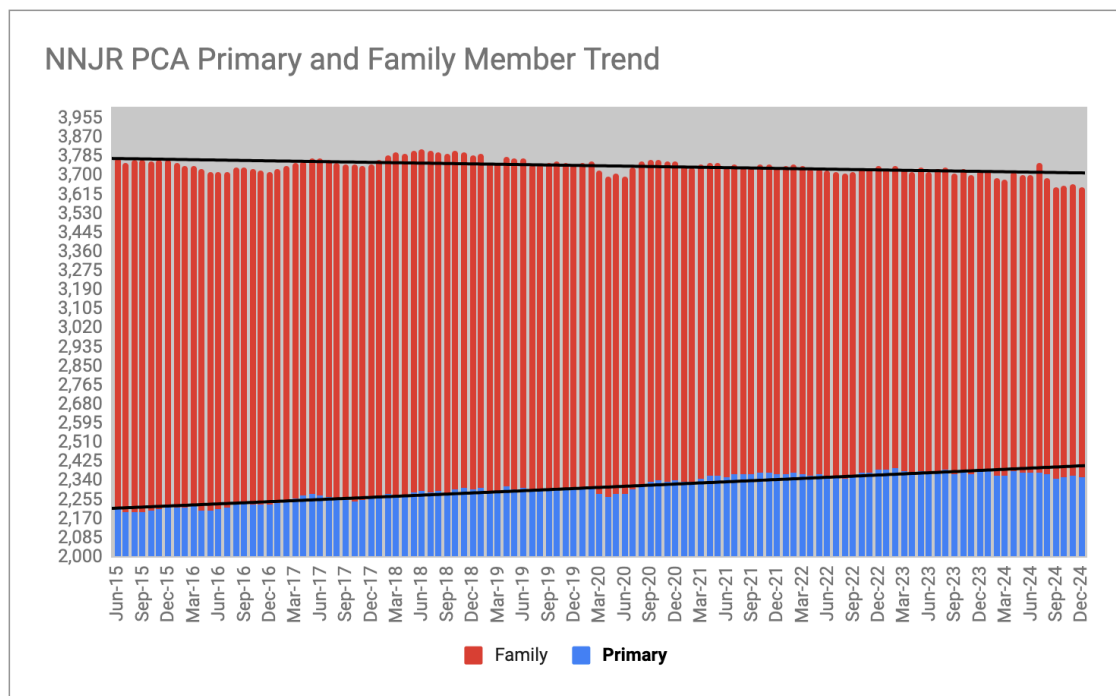
YoY Var	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD	
	-5	-12	-3	-6	4	8	0	-6	3	-7	9	3	-12	

Overall Membership

Year-over-year, NNJR member enrollments declined slightly:

- Primary memberships, as of January 1, 2025, stand at 2,356. This represents a decline of (-1.2%) year-over-year.
- Family memberships, as of January 1, 2025, stand at 1,290. This represents a decline of (-3.2%) year-over-year.
- NNJR's total membership remains steady at 3,646, a decline of (-1.9%) compared to the prior year.

PLEASE NOTE: the graph below features a revised Y-Axis numbered from a minimum of 2,000 to a maximum of 4,000. We implemented this change better to illustrate the trend lines between primary and associate members



Program: [John Korossy]

January Program Updates:

The January meeting held on Jan 8th at the Stckley Museum at Craftsman Farms in Morris Plains with Ric Timmers as guest speaker.

We are continuing the "second Wednesday of the month" calendaring approach.

Upcoming meetings are:

- February 12, Guest Speaker Aaron Ambrosino, PCA National President
- March 12, Guest Speaker, John Paterek, NNJR Member

Meetings will be held at Stckley Museum, 7:00pm-9:00pm; rental agreement has been signed.

Please send ideas for guest speakers & topics for future meetings.

Publications-P4US Editor in Chief: [Allen St. John] no report

Rally/Trek: [John Vogt] no report

Social: [Tony Cristello] no report

Social Media: [vacant]

Report from outgoing Social Media Chair Nicole Callen:

- Membership on the private Facebook has increased from 1,062 to 1,067
- We currently have 378 follows from 364 follows on Instagram

Technical: [Glen Ochten]

- PowerTech swap meet scheduled
- Communicating with Paul Miller Porsche for upcoming tech event
- Communicating with Stable Energies for an additional tech event

Webmaster: [Michael Kosinski]

Report from outgoing Webmaster Dyke Hensen: I'm excited to announce that we have a new, new webmaster; please welcome Michael Kosinski.

- The website and email systems have been performing well.
- Traffic is down, as it normally is for the next 3 months.
- 2025 website content updates are well underway,
- [WOW Charity kicked butt!](#)
- The registration system is taking 2025 event reservations
- We're selling blankets and car badges.
- We have published ~50 2025 events and saved another ~20 on hold as drafts.
- Email forwards for 2025 have been implemented
- The email forwarding system should be current, please email Webmaster@nnjr-pca.com with any additional adds and deletes.

MOTIONS PASSED DURING MEETING: none

UNFINISHED BUSINESS: none

ANNOUNCEMENTS: none

NEXT MEETING: Thursday, February 6, 2025

FUTURE MEETINGS: Thursday February 27, Thursday, March 27, May 1, Thursday May 29, Thursday, June 26, Thursday July 31, Thursday September 11, Thursday October 9, Thursday November 76 December TBD

ADJOURNMENT: Upon a motion made by, and seconded by, the meeting was adjourned at pm.

Respectfully submitted,

Cindy Cristello, Secretary