

BOARD OF GOVERNORS MEETING for May 2025

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

DATE: Thursday, May 1, 2025

PLACE: Online via Zoom

PRESENT: Ron Miguel, Cindy Cristello, Britt Findlay, Rich Barry, Doug Holcomb, Jim Vinci, Hubert King, Hank Menkes, Alan Zambarano, Bill Gilbert, Craig Mahon, Knute Hancock, Anthony Margaritondo, Allen St. John, Peter Schneider, Tony Cristello, Michael Kosinski, Jose DeLaCruz

ABSENT: Steve Eisenberg, Grant Lenahan, Anthony Wartel, Thom Calabro, John Korossy, John Vogt, Glen Ochten

CALL TO ORDER: The meeting was called to order by President, Ron Miguel, at 7:35pm.

APPROVAL of MINUTES: Knute Hancock moved to accept the previously distributed draft minutes from the April 2025 meeting as final. Motion was seconded by Rich Barry 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. P4US Advertiser Sub-Committee: Bill Gilbert reminded the BOG of the importance of staying in touch with our advertisers – this fosters an increased connection to the club and maintains a solid relationship. Bill is looking to form an “Ad Liaison Group” of 2-3 people who will assist in staying in touch with our advertisers, evaluate how often we should be reaching out to them and help define the value proposition of being a P4US advertiser. Steve Eisenberg, Anthony Wartel, and Jim Vinci will join Bill in this effort.

B. Zone 1 Club Race: Ron Miguel explained that Zone 1 will become unincorporated and is in the process of determining the fate of events historically managed by the Zone. Because the Zones are recognized by PCA as networking/communication channels and not as legal entities as the Regions are, the Zone cannot continue to maintain a bank account from which to fund/manage events. Some events will be absorbed by various Regions and some will be discontinued. Due to PCA National’s focus on bolstering the Club Race program and the historic success of the Zone 1 race (aka the “Clash at the Glen”), PCA National is seeking proposals from those Zone 1 Regions willing to manage the Clash. The Clash is self-supporting and the funds allocable to the race (currently held by the Zone) will be transferred to the selected region with the expectation that race funds be maintained separately from the region’s other financials. The event details and financials were

shared with the Zone 1 Presidents at the recent Zone I Presidents' meeting, where Clash officials were present to answer questions. After reviewing the information available, and with the approval of the NNJR Executive Committee, NNJR submitted a letter of intent to Zone 1 representative Mike Bryan under which NNJR requested consideration for undertaking the management of the race, subject to the learnings and takeaways gleaned from sending a delegation of members to the June 2025 race to shadow the race officials.

- C. **High Marques Send-Off:** John Vogt is planning a retirement celebration party to commemorate the closing of High Marques after 40+ years in business and has asked if he could convey an open invitation using our eblasts. The BOG agreed to permit this providing the eblast clearly states that this is not an NNJR-sponsored event.
- D. **Rally Call to Action:** Peter Schneider noted that High Marques' closing leaves the Rally program without a starting location for the rallies scheduled for June 8, August 3, September 21 as well as the Dreyfus Rally. He will inquire with the Stickley museum to see if that is an option. Jose DeLaCruz offered ID Signs as a location as well. Other suggestions included asking other sponsors/dealers.
- E. **P4US Advertisers' update:** On behalf of Steve Eisenberg, Ron Miguel reviewed the status of our current advertisers, noting that we have open space as a result of High Marques' closing, a non-renewing advertiser, and a new advertiser who pulled their ad pending resolution of a business issue.
- F. **CCC Update:** On behalf of Grant Lenahan, Bill Gilbert reported that the CCC was very successful; with attendees describing it as "a great event" and "a big hit".
- G. **70th Anniversary:** Cindy Cristello reported that planning continues for PCA's 70th anniversary celebration to be held on Saturday, September 13, 2025. The BOG is asked to find pictures that we can share at the event.

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]

I support the formation of P4US Advertiser Subcommittee. Three Member Subcommittee recommended. Probably need to pick a Chair. I'd be OK to be on the Subcommittee (but not the Chair). Key item for the Subcommittee Members to examine: Regular Engagement with our Advertisers.

I support going forward with our examination of the Z1 Club Race and related Responsibilities that will fall to NNJR. Subject to: General concurrence by the BoG.

Specifically subject to the continued interest and support by key the key Members who will run attend the upcoming Watkins Glen Event. Separate financial accounting (P&L) on NNJR Quickbooks.

Regarding High Marques I can see the challenges created by John's decision including specifically upcoming Rally Events. Stated simply we need BoG members (and others?) to

stand up (as mentioned in Peter's Schneider's Report). In the case we are not successful we may have some tough decisions to make in the coming days.

AutoCross Sponsorship: Jack Daniels has committed and will spit the cost of Commemorative T-Shirts with us.

Secretary: [Cindy Cristello] Minutes from the March 2025 meeting have been posted to the website.

Treasurer: [Britt Findlay]

Please find attached the March 2025 Statement of Financial Position and Statement of Activity. Highlights this month are as follows:

- Driver's Ed (DE) income is from the participants of our first DE event of the season (Apr 5-6), the popular Lightning 1 event. We held a very successful get-together/social at the Pub on Friday night, courtesy of Paul Miller, to help welcome our 16 first-timers (either on the track or first with NNJR).
- DE Expense reflects the final payment for Lightning and expenses incurred at the mid-Winter's Driver's Meeting at the end of February.
- Our PorscheForus advertisers continue to generate a steady stream of income and are growing in numbers! ... at least three (3) new advertisers with us this year, at my last count.
- Autocross Expense represents the final track rental payment for our always popular Car Control Clinic at the end of April.
- NNJR received its Porsche Club of America quarterly refund which is reflected in Membership Income.

Program chairs please let me know if you would like further details for your line items.

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] no report

Charity: [Hubert King]

Plans for Welcome to Club charity fun trek on May 18 are set, with Peter mapping route and Hubert and Stuart Milsten handling registration and waiver prior to event.

Member response to requests for new charity nominations have been tepid. Plan to start aggressive social media appeal.

Concours: [Hank Menkes / Alan Zambarano]

There were no formal Concours activities during the month of April to report on. However, we have two events scheduled in May. Our first event is the ever-popular Paterek Workshop scheduled on May 4th at noon at their shop in Chatham. All arrangements have been finalized,

and all club members are welcome. Our second event is the Welcome to the Club Concours on May 18th on Campus Drive in Florham Park. Trophies and prizes for the winners are in hand, and this season we will be raffling off additional prizes to all the registered participants.

Dealer Liaison & Sponsorship: [Bill Gilbert] no report

Driver Education: [Thom Calabro]

The Lightning 1 event went very well. To kick things off, Britt and Duncan Findlay arranged for a Welcome Social at the Finish Line Pub. We had approximately 65 members attend. Each was given a \$25 gift card to purchase food and drinks. This was paid for by Paul Miller Porsche. Saturday evening PMP sponsored a light dinner. The event resulted in a surplus.

Sign-ups for our next event at Mid-Ohio are low, 158 in 2024 vs 110 in 2025. Mother's Day weekend is a big issue. Prices were increased to compensate for the +24% increase in track rental, but the low turn-out will be an issue. I estimate a loss each for NNJR and MOR.

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

Historian: [Knuite Hancock] no report

Membership: [Anthony Margaritondo]

New Membership Enrollments

- As of April 1st this year, NNJR has signed up 66 new members. In the chart below, I put together planned vs actual. The planned amount is based on an average from the last 8 years.
- We had a better March than last year. We added 25 new members this March. That is 13 more members than last March. Year to date, we have added 30 more members than last year.

NNJR Nine Year New Member Trend														
Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	FY	YoY
2017	25	19	20	24	18	18	13	15	16	15	15	24	228	
2018	19	27	26	17	17	19	23	21	17	24	19	17	243	6.6%
2019	20	9	27	24	15	27	15	15	21	20	15	13	221	-9.1%
2020	23	20	13	15	20	27	21	22	24	21	21	17	247	11.8%
2021	22	13	26	29	23	26	23			24	16	12	214	-13.4%
2022	20	20	23	24	17	26	13	16	22	26	19	16	248	15.9%
2023	20	21	15	22	24	15	13	24	14	24	13	19	229	-7.7%
2024	15	9	12	16	28	23	18	18	17	17	22	22	217	-5.2%
2025	21	20	25	0	0	0	3	0	0	0	0	0	66	-69.6%

YTD Var: +6 +11 +13 +16 +28 +23 +14 +18 +17 +17 +22 +22 +151

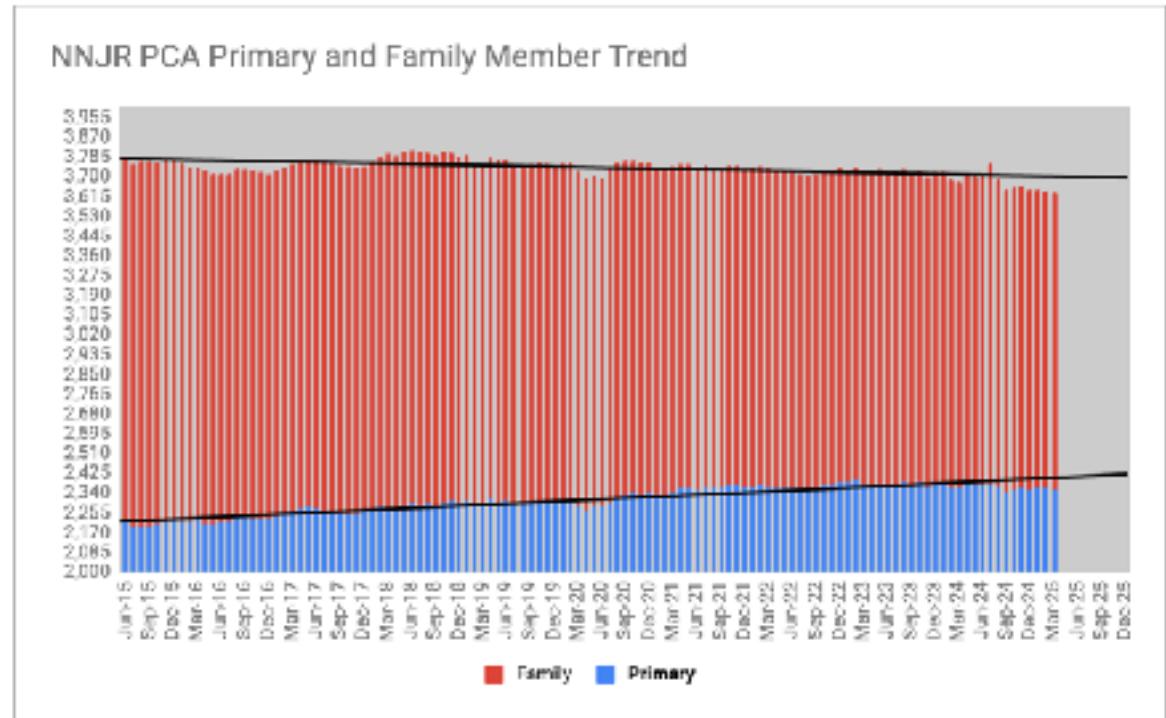
NNJR 2025 New Member Trend: Plan vs. Actual By Month													
Plan	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
Plan	21	12	20	21	20	23	20	16	16	21	18	18	231
Actual	21	20	25	0	0	0	0	0	0	0	0	0	66 -71.4%

Diff: 0 3 5 -21 -20 -23 -20 -16 -16 -21 -18 -18 -155

Overall Membership

- Primary Membership as of 4/1/25 is 2,356.

- Family (Associate) Membership is 1,274.
- Total Membership is 3,630.
- 1 Member transferred out, and 57 members let their membership lapse.
- We are down 13 members from last month and down 16 members since the beginning of the year.



Program: [John Korossy] no report

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

Rally/Trek: [John Vogt]

[Report by Peter Schneider] Due to the closing of High Marques and staffing issues with event organizers, there are several holes in the region's rally program that will need to be addressed in short order to avoid cancellation of the 2025 events/rally series.

1. Confirmation of a new start location
2. Location and confirmation of several ending locations
3. Additional volunteers for arranging breakfast catering, registration/ scoring and route layout

As mentioned during the club's planning meeting, the June 8th (Summer **Sizzle Rally**), was moved from July to early June due to club scheduling conflicts and now is in jeopardy of either being canceled or rescheduled. Both John V and Eric/Pat are not available.

In order to have a decent chance of keeping the June date we need confirmation of the utilization of the Stickley Museum by Monday, May 5th. We will also need support from the club with registration setup and scoring

Social: [Tony Cristello] no report

Social Media: [vacant]

Technical: [Glen Ochten] no report

Webmaster: [Michael Kosinski] no report

MOTIONS PASSED DURING MEETING: none

UNFINISHED BUSINESS: none

ANNOUNCEMENTS: none

NEXT MEETING: Thursday, May 29, 2025

FUTURE MEETINGS: Thursday, June 26, Thursday July 31, Thursday September 11, Thursday October 9, Thursday November 7, December TBD

ADJOURNMENT: Upon a motion made by Knute Hancock, and seconded by Rich Barry, the meeting was adjourned at 8:47pm.

Respectfully submitted,

Cindy Cristello, Secretary