

BOARD OF GOVERNORS MEETING for August, 2025

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

DATE: Thursday July 24, 2025

PLACE: Online, via ZOOM

PRESENT: Ron Miguel, Cindy Cristello, Britt Findlay, Doug Holcomb, Jim Vinci, Anthony Wartel, Hubert King, Hank Menkes, Alan Zambarano, Bill Gilbert, Knute Hancock, Anthony Margaritondo, John Korossy, John Vogt, Peter Schneider, Tony Cristello, Glen Ochten, Michael Kosinski

ABSENT: Steve Eisenberg, Rich Barry, Grant Lenahan, Thom Calabro, Craig Mahon, Allen St. John

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 June 2025 meeting as final. Motion was seconded by Glen Ochten 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. **Zone 1 Club Race** – Ron reviewed NNJR’s intent to submit a proposal to manage the Zone 1 “Clash at the Glen” Club Race. If we are successful, Thom Calabro will be the event Chair, and Dave Martin will coordinate the registration process. Our proposal will outline the logistical, financial, and operational terms under which we would undertake the event. Three other regions are also submitting proposals. The successful region will be chosen by majority vote of the Zone 1 Presidents under the supervision of the Zone 1 Representative and PCA National Policy Chair. Proposals are due July 31st; the vote is expected to take place in early August.

B. **Zone 1 Rep visit** – Mike Bryan, Zone 1 Representative is planning to visit our Watkins Glen DE event in mid-August.

C. **Membership listings** –we are parsing our membership files for correct email addresses, and identifying those emails belonging to sponsors, national staff, etc.

D. **Rally Program for 2026** – Rallymasters and precheck crews are needed for the 2026 season. Key activities include writing the rally and scoping out the selected route in advance as well as coordinating activities with the Rallychair around start/finish locations. The Rallychair will arrange for destinations, meals, and scoring. Please reach out to Peter Schneider if interested.

- E. **PCA 70th Anniversary Celebration** – Cindy Cristello reported the event will be held on Saturday, September 13th 2-6pm at the Franklin Steakhouse and Tavern in Fairfield NJ. Registration is open on the website. This event is sponsored by both NNJR and Paul Miller Porsche, and offered at a very favorable price point. Bill Gilbert is working on a comprehensive slide show to be featured at the event.
- F. **High Marques Retirement Party** – John Vogt is hosting a grand party on Saturday August 9th (rain date: August 10th) from 2pm-9pm to celebrate all that High Marques has done over the years with NNJR. Event will be outdoors under tents and will feature music, food, and an auction of the wall art from the showroom. All proceeds will benefit Cheshire Home.
- G. **October meeting announcement** - The October meeting is anticipated to be in person, but the date will move from October 9th to October 16th due to a conflict.

REPORTS:

- I. **Officers' reports:** [as submitted in advance; *updates during/after the meeting in italics*] **NOTE: As the July meeting was cancelled, reports submitted for both July and August are included.**

President: [Ron Miguel] see Agenda above

Vice President: [Steve Eisenberg] no report

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

Treasurer: [Britt Findlay]

Attached please find the June 2025 Statement of Financial Position and Statement of Activity, as well as the final May reports (see highlights from May 26th email below). Highlights for the month of June are as follows:

- Autocross Income & Expenses are from our first of the popular Autocross season at Pocono Raceway, held June 7th.
- Nearly all of the DE Income is from our Lime Rock DE event June 23-24, including Paul Miller Porsche's generous sponsorship of the Skid Pad and the dinner held that Monday night.
- The 2025 Rally season kicked off on June 8th with a "Summer Sizzle" and is reflected in both Income & Expenses.

Here's another look at May's Highlights (as sent 5/26) final report attached:

- Concours Income reflects the kick-off to the very popular Concours season, at the Welcome to the Club Concours & Trek/Rally held May 18th
- Rally Expense represents the purchase of awards/trophies for our upcoming, well-loved Rally/Trek season.
- Driver's Ed ("DE") has hit the tipping point with more incoming revenue than outgoing, now that the majority of track rental deposits and many balances have been paid.
- Porscheforus Expense represents mailing/postage costs for our fabulous May print edition of the magazine.

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]

[July report] The Autocross program has completed its first two events — first the car control clinic in conjunction with the DE program, which was both a functional and a financial success. It also generated known new drivers for both the Autocross in DE programs.

The first Autocross was held on June 7 and was a success, despite serious challenges from difficult weather, which not only rained on the parade (literally) but that rain also interfered with the timing equipment, causing all sorts of follow on issues. Yeah we completed it and I believe most had a very good impression. Many thanks to all the volunteers who worked extra hard to deal with the challenges.

The next Autocross is a special event. It is the Zone one versus zone two challenge. Well it will otherwise operate like a normal Autocross, embedded in it will be true team competition between the regions in zone one in the regions in zone two. This also means we will be hosting guests – often fairly serious ones – from nearby and not so nearby regions. We hope it will be a ton of fun.

I'd like to work with several of you to ensure that this gets publicity and folks know to sign up early since we probably do need to limit attendance to ensure that this runs well for those who travel, stay the night and maybe become occasional participants furthering our long-term success. I will work on some stock messaging to make it easy.

Business Manager: [Anthony Wartel]

3rd quarter payments for PorscheForus ads continue to come in as they were due on July 18, 2025.

- (1) Porsche dealership is delinquent on their full year 2025 payment.
- (2) vendors remain delinquent four quarterly payments each, the 4th quarter of 2024 and the 1st, 2nd and 3rd quarters of 2025.
- (1) vendor that was behind two quarters has sent in payment for the current 3rd quarter along with 1st and 2nd quarters for 2025.

Payment was received from JP Morgan Wealth Management for two quarters up front and their ad has been submitted for publication.

Charity: [Hubert King]

[July report:]

Received 7 Charity nominations for 2026. Nomination period closed. Each charity evaluated based on criteria as outlined in NNJR Charity Guidelines and passed. Finances have also been evaluated using Charity Navigator, an on-line tool with 4 receiving passing grades. New scholarship proposal is outside that and is receiving separate treatment. Team members have agreed that more information is needed and now organizing requests for that based on team member rank ordering of nominations. Voting underway

Gold ticket raffle sales are up and going

A proposal for charity raffle at High Marques farewell party under consideration

[August report:]

From Michael Soriano:

As the National Awards Chair, I would like to personally congratulate the Northern New Jersey Region for being named the 3rd place winner of the PCA National Public Service Award. It is quite an honor and distinction to be acknowledged among the best in PCA. I thoroughly enjoyed reading your submission and was impressed by the accomplishments of your region. In addition to the trophy, which as I mentioned in Sunday's email, will be shipped once it returns to the National Office, a \$500 cash prize will be deposited in your region's account.

Received 7 Charity nominations for 2026. Nomination period closed. With guidance from information collected on the charities, Charity Committee has created a rank list to be used to request further information from top-ranked charities.

Gold ticket raffle sales are up and going

Working with Cheshire Home to run Silent Auction at High Marques farewell party August 8. All proceeds to Cheshire Home.

Concours: [Hank Menkes / Alan Zambarano]

[July:] Planning continues in anticipation of our annual Paul Miller Porsche Classic Concours on June 29th at the dealership in Parsippany. We've been working effectively with Jenna Feger, the new liaison for NNJR activities associated with PMP. We're now just hoping for good weather and a large turnout.

Dealer Liaison & Sponsorship: [Bill Gilbert] no report

Driver Education: [Thom Calabro] no report

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

Historian: [Knuite Hancock] no report

Membership: [Anthony Margaritondo]

[July] General Updates

- I am working on cleaning up our MailChimp database to reduce costs and improve the accuracy of the data. Currently, we have 756 email addresses that were removed from the latest mailing list. We need to identify which names on the list are non-members but still need to receive Porscheforus. This is typically vendors and advertisers.
- The For the Regions photo I submitted a few months ago was published this month.

New Membership Enrollments

- As of June 1st this year, NNJR has signed up 108 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 April than last year. We added 22 new members this April. That is 6 more members than last April
- We had a worse May than last year. We added 21 new members this May. That is 7 fewer members than last May. Year to date, we have added 28 more members than last year.

NNJR 2025 New Member Trend: Plan vs. Actual By Month

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
Plan	21	17	20	21	20	23	20	16	16	21	18	18	231
Actual	20	20	25	22	21	0	0	0	0	0	0	0	108
	-1	3	5	1	1	-23	-20	-16	-16	-21	-18	-18	-123

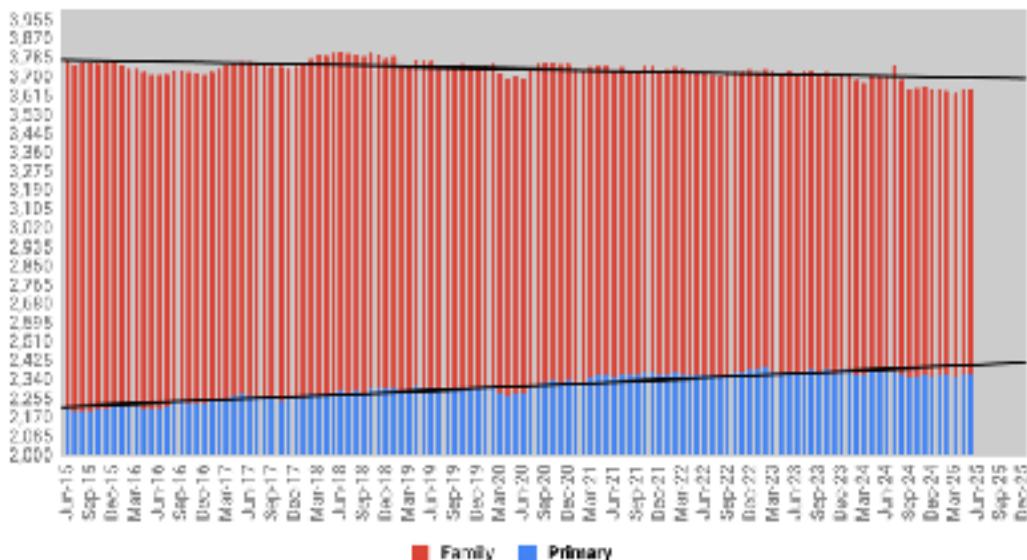
NNJR Nine Year New Member Trend

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	FY	YoY
2017	25	19	20	24	18	18	19	15	16	15	15	24	228	
2018	19	27	26	17	17	19	20	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	24	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	19	16	22	26	19	16	248	15.9%
2023	20	21	15	22	24	15	18	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	20	20	25	22	21	0	0	0	0	0	0	0	108	-50.2%
YoY Var	5	11	13	6	-7	-23	-18	-18	-17	-17	-22	-22	-109	

Overall Membership

- Primary Membership as of 6/1/25 is 2,371.
- Family (Associate) Membership is 1,277.
- Total Membership is 3,648.
- For April and May, 7 Members transferred out, and 75 members let their membership lapse.
- We are up 18 members from two months ago and up 1 member since the beginning of the year.

NNJR PCA Primary and Family Member Trend



[August] General Updates

- I am down to two audiences with contacts in MailChimp. We are now on a \$132.00 per month plan instead of a \$240.00 per month plan. I still need to figure out the 756 email addresses that were removed from the latest mailing list. I need to identify which names on the list are non-members but still need to receive PorscheForums. This is typically vendors and advertisers.

New Membership Enrollments

- As of July 1st this year, NNJR has signed up 130 new members. In the chart below, I put together planned vs actual. The planned amount is based on an average of the last 8 years.
- We had a worse June than last year. We added 22 new members this May. That is 1 fewer member than last June. Year to date, we have added 27 more members than last year.

NNJR 2025 New Member Trend: Plan vs. Actual By Month

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
Plan	21	17	20	21	20	23	20	16	16	21	18	18	231
Actual	20	20	25	22	21	22	0	0	0	0	0	0	130
	-1	3	5	1	1	-1	-20	-16	-16	-21	-18	-18	-101

Year	NNJR Nine Year New Member Trend												FY	YoY
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		
2017	25	19	20	24	18	18	19	25	16	15	15	24	228	4.6%
2018	19	17	36	17	17	19	20	21	17	24	19	17	249	4.6%
2019	20	9	27	24	15	27	15	35	31	30	15	15	321	-8.1%
2020	23	10	15	15	20	27	34	32	14	21	21	17	347	11.8%
2021	22	13	26	29	23	26	23			24	16	12	214	-13.4%
2022	20	10	23	24	17	26	19	36	12	26	19	16	248	15.9%
2023	20	11	15	22	24	15	18	24	14	24	13	15	229	-7.7%
2024	15	9	12	16	28	23	18	38	17	17	22	21	217	-5.2%
2025	20	10	25	22	21	22	0	0	0	0	0	0	180	-20.1%
	YoY Var	5	11	13	6	-7	-1	-14	-35	-17	-17	-22	-24	-67

Program: [John Korossy]

July's member meeting was well attended and we enjoyed an impromptu presentation by Dom Miliano who shared some of his photography stories and images from the years.

No meeting is planned for August, due to holiday and vacation schedules, however meetings will resume in September.

The September speaker is still waiting confirmation from Steve's contact person at Pirelli. October is also open for speaker nominations.

The November meeting will begin with Annual Elections and the speaker will be our own Anthony Margaritondo who will share his 996 engine rebuild experience.

As in year's past, there will likely be no December member meeting, in order to encourage attendance at the NNJR Holiday Party.

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

Rally/Trek: [John Vogt]

Our next event 'Rally to the Stone Walls' will be on August 3rd, starting at Paul Miller Service Center in East Hanover and ending at a series favorite The Inn at Glen Gardner.

Eric and Pat have written a great event, and as always John will arrange for the Breakfast buffet.

Joanne and I will be away for the event and will precheck the event for a second time next week and arrange for route printing and trophies in advance.

Britt and Duncan along with John, Eric and Pat will volunteer at the start and finish. Sue Smith plans on helping out at the end, like she did at our last event. So we are all set.

If any of the BOG members would like to help with registration/breakfast setup, please be at the Service Center by 10AM.

The Oktoberfest rally on Sept 21 will end at The Black Forest Inn in Stanhope and the Dreyfus Rally will be on November 2nd. For the Dreyfus rally, we will be returning to the Mountain View Chalet in Asbury for the first time in several years.

Please note the Oktoberfest rally will conflict with the NNJR-PCA Concours on the Farm event and may impact attendance. We will need to do a better job in 2026 to avoid double booking events.

The Rally Crew is looking for new RallyMasters for the 2026 season, and has written an article for the next P4U explaining what it takes to put on an event and asking the general membership for assistance.

On a final note, I started attending the National Porsche Parade Rally Committee weekly meeting two months ago. Joanne and I drove out to the 2025 Parade in OKC to work with the Parade TSD Committee in preparation for additional responsibilities at the 2026 Parade in Lake Placid, NY.

Social: [Tony Cristello]

Registration is open for the PCA 70th Anniversary event to be held at the Franklin Steakhouse and Tavern on September 13th.

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, September 11, 2025 [*NOTE: moved to Wednesday, September 17*]

FUTURE MEETINGS: Thursday October 16, Thursday November 6, December TBD

ADJOURNMENT: Upon a motion made by Knute Hancock, and seconded by John Vogt, the meeting was adjourned at 8:32pm.

Respectfully submitted,

Cindy Cristello, Secretary