

Minutes of Board of Directors Meeting Wed. January 8, 2020

On the Border, Novi, MI

Attendees:

Keith Armitage, Ray Jason, Scott Harvey, Jen Glass, Greg Valade, Jerry Shiloff, Nicholas Aranda, Frank Putman, Pat Barber, Steve Balanecki, Ken Wiedbusch, Aldo Parodi, Piotr Roszczenko, Ed Arthur, Cindy Wisner via mobile phone

Meeting called to order at 7:02pm.

1. Current Business and Online Business

- Dec 2020 BOD Meeting Minutes were not approved on-line, motion to approve Ray Jason, 2nd Keith Armitage, unanimously approved.
- Meadowbrook "America's Festival of Speed" Dec 2019 meeting canceled, no event in 2020, possible meeting soon for 2021.
- Equipment Storage, tabled to February
- Thayer Automotive Sponsorship, no word back from Thayer after Matt provided information.
- Automotive Hall of Fame, tabled to later meeting
- The following 2020 Director Budgets were reviewed
 - i. Steve Balanecki, mostly same as last year, motion to approve by Jen Glass, 2nd Scott Harvey, unanimously approved. See exhibit E2.
 - ii. Ray Jason, budget includes 2020 Spring Training, motion to approve by Scott Harvey, 2nd Jen Glass, unanimously approved. See E3.
 - iii. Scott Harvey, budget includes National Convention, motion to approve by Ray Jason, 2nd Piotr Roszczenko, unanimously approved. See E4.
 - iv. Piotr Roszczenko, shows participants count and trends, includes some new timing and scoring equipment, motion to approve by Scott Harvey, 2nd Ray Jason, unanimously approved. See E5 and E6.
 - v. Ken Wiedbusch, includes wireless timing equipment updates, board moved that helmets should be moved to Rallycross budget, motion to approve by Scott Harvey, 2nd Jen Glass, unanimously approved. See E7.
 - vi. Aldo Parodi, remove Nat. Convention, motion to approve by Greg Valade, 2nd Ray Jason, unanimously approved. See E8.
 - vii. Cindy Wisner, includes potential hall rental, motion to approve by Ray Jason, 2nd Jen Glass, unanimously approved. See E9.
 - viii. Nicholas Aranda, motion to approve by Ray Jason, 2nd Aldo Parodi, unanimously approved. See E10.
 - ix. Brian Thorpe, similar to last year, motion to approve by Scott Harvey, 2nd Ray Jason, unanimously approved. See E11.
 - x. Frank Putman, similar to last year, motion to approve by Greg Valade, 2nd Aldo Parodi, unanimously approved. See E12.
- The following 2020 Director Budgets were not presented and are directed to post their budgets for web balloting.
 - i. Greg Valade

- ii. Matt Wolf
- iii. Jen Glass
- iv. Keith Armitage

- Nicholas Aranda provided 2020 Autorama Recruiting/Display Booth Budget and Autorama overview. DRSCCA will have a booth, Nick is seeking videos for display at the booth and a entry level car and volunteers to staff the both. Jen Glass motioned to approve the budget, 2nd Ray Jason, unanimously approved. See E13-E15.

2. Reports (including new/updated 2020 Event Budgets and follow up)

- Race – Nicholas Aranda,
 - i. WHRRI Driver's School April 19 Class, April 25-26 On Track, will bring budget to next meeting
 - ii. Detroit/WHRRI Restricted Regional Jun 27-28 Waterford Hills
 - iii. Event Updates, no rotating run-offs this year, participant rates are low West of the Mississippi, DRSCCA is not hosting a Regional Event in 2020.
- Rallycross – Matt Wolf provided email update prior to the meeting.
 - i. #1 Season Opener Jan 4, 2020 Crystal Motor Speedway Cancelled due to weather that was too warm.
 - ii. #2 February RallyX Feb 8 Crystal Motor Speedway coordinated with Saginaw Valley region and their ice racing program to hold the event this day. There is a night ice race in Beaverton the same day as our event. So someone could run our rally cross during the day then drive the hour up to Beaverton to race with them at night. A budget for the event was included in the email but was not discussed at the meeting.
 - iii. Sanction fees for Rallycross have gone up significantly this year. Despite this increase Matt predicts a surplus without increasing entry fees.
 - iv. We implemented a new reserved number system for Rallycross this week based on racer feedback on difficulty in finding open numbers. We copied the road racing majors program for reserved a numbers but instead of charging \$50, we only charge \$1 which covers MSR fees. This way participants who want to reserve a number still can, but we don't have numbers reserved for people that haven't run with us in years.
 - v. On the site acquisition front, Matt has been in talks with a couple new venues. One of our most promising so far is Milan Dragway. Due to changes in how rally cross is sanctioned in the last couple years, we can actually host of vents that are up to 50% paved. Milan is such a venue that looks promising to host a mixed surface event. There is a precedent for hosting such events at the regional level. New England region hosts a mixed surface event at the Canaan motor club which is a road course. They use part of the road course and the infield. By adding a site to our rotation with paved and dirt surfaces we can alleviate some of the issues with rainouts and soggy sites.
- Solo – Aldo Parodi
 - i. The 2020 Solo Planning Meeting is scheduled for Jan 12, 2020 in Wayne.

- ii. Schoolcraft site is harder to book now that they are using the site for motorcycle training.
 - iii. Aldo is stepping down, he is moving to Texas.
- Rally – Piotr Roszczenko
 - i. School budget by John Fishbeck was presented, Scott Harvey motioned to approve, 2nd Jen Glass, unanimously approved. See E16.
 - ii. #1 Son-of-Sno*Drift XXII TSD, Jan 11, South Lyon – Will use new GPS timing
 - iii. #2 Twilight Tour TSD, April 18, South Lyon
 - iv. USRRC (United States Road Rally Challenge) 2020 Update – TBD, update next month
- Asst. RE – Cindy Wisner
 - i. Working the FSAE plans for 2020
 - ii. 2019 Award Banquet – Awards names have been submitted
 - iii. General Membership Meeting March 18, 2020, location is TBD
- RE – Frank Putnam
 - i. FSAE Quote is being built for SAE
 - ii. 2020 SCCA National Convention, DRSCCA board attendees: Frank, Scott, Matt, Cindy, Nick, and Steve.
 - iii. Spring Training March 7 in Fort Wayne, IN. Board members are encouraged to attend. See E17.
- Treasurer – Jen Glass
 - i. Reports were distributed prior to meeting. No questions from the board. 2019 books are being closed.
- Membership report – Steve
 - i. We have members! New count is 1,301. That is based on losing 21 and adding 21.
- Equipment – Ken Wiedbusch, table to next month
- Open Exhaust – Frank reporting for Brian, the next publication is a work in progress.
- Street Survival® – Keith Armitage, No Report
- Website/Social media – Frank, the DRSCCA.org site needs updates and maintenance. Race directors are responsible to send updates to Matt Kowalski.
- Special Events
 - i. FSAE Organizing Committee Meeting Jan 14, Dynamic Committee in Feb.
 - ii. DGP May 29-31, Ed Arthur – Worker registration goes live Feb 1.
 - iii. Empire Hill Climb – No report
- Calendar Review

Detroit Region SCCA



- i. Several events to add: Solo Planning, Autorama, Spring Training.
- New Business/walk-ins/comments
 - i. Jen Glass: Proposed we need more POR merchandising items. No disagreement from the Board. No plan determined either.
3. Feb 12, 2020 Meeting scheduled for On-the-Border 7:00 pm
4. Adjourned 9:15PM

Detroit Region SCCA



January 8, 2020
Board of Directors Meeting
On-the-Border
21091 Haggerty Rd.
Novi, MI 48375

Board Meeting Agenda, 7:00 pm:

1. Current Business and Online Business
 - Dec 2020 BOD Meeting Minutes were not approved on-line. Vote to approve.
 - Update for Meadowbrook "America's Festival of Speed" _ Meeting Cancelled
 - Equipment Storage_ Updates
 - Thayer Automotive Sponsorship _ Updates
 - Automotive Hoff_ Trophy Display Updates
 - 2020 Director Budgets
 - 2020 Autorama Recruiting/Display Booth Budget
2. Reports (including new/updated 2020 Event Budgets and follow up)
 - Race
 - WHRRI Driver's School_ April 19 Class_ April 25-26 On Track
 - Detroit/WHRRI Restricted Regional_ Jun 27-28_ Waterford Hills
 - Event Updates
 - Rallycross
 - #1 Season Opener_ Jan 4, 2020_ Crystal Motor Speedway_ Cancelled
 - #2 February RallyX_ Feb 8_ Crystal Motor Speedway
 - Event Updates
 - Solo
 - Solo Planning Meeting_ Jan 12_ 2020 Schedule
 - Event Updates
 - Rally
 - #1 Son-of-Sno*Drift XXII TSD_ Jan 11_ South Lyon
 - #2 Twilight Tour TSD_ April 18_ South Lyon
 - USRRC 2020_ Updates
 - Asst. RE
 - 2019 Award Banquet_ Updates
 - General Membership Meeting_ March 2020
 - RE
 - FSAE Quote
 - 2020 National Convention
 - Treasurer
 - Membership report
 - Equipment
 - Open Exhaust
 - Street Survival@ _ 2020 Fowlerville, 2020 Schoolcraft
 - Website/Social media
 - Special Events
 - FSAE_ Organizing Committee Meeting_ Jan 14_ Dynamic Committee_ Feb
 - DGP_ May 29-31_ Updates
 - Empire Hill Climb_ Updates_ Sep 18-19
 - Calendar Review
3. New Business
 - New Business/walk-ins/comments.
4. Feb 12, 2020 Meeting Date and Location
 - Meeting Location_ On-the-Border_ 7:00 pm
5. Adjourn

Exhibit 1

DETROIT REGION SCCA ANNUAL BUDGET

Name:	<u>Steve Balanecki</u>
Position:	<u>Chief of Membership</u>
Calendar Year:	2020

Description	Expenses	Current Yr. Budget	Prior Yr. Budget	Prior Yr. Actual
Printing:	Awards Cards	\$ 30	30	22.71
Postage:	Mail membership awards, recruiting	\$ 275	275	153.89
Telephone:		\$		
Annual Fees:	GLDiv Membership Assessment	\$		0
Rental Fees:		\$		
		\$		
Supplies:	Packaging, envelopes, labels, cards, paper	\$ 100	100	83.17
	Service Awards (2020)	\$ 1200	1200	940
	Service Awards (2021)	\$ 1000	1200	
		\$		
		\$		
		\$		
Miscellaneous:	National Convention	\$ 800	1600	1529.41
	Spring Training (registration)	\$ 550	550	500
	Spring Training (Attendance)	\$ 110	0	102.14
	Worker Points	\$ 60	60	60
Equipment:		\$		
		\$		
		\$		
		\$		
		\$		
		\$		
Repair/Maintenance:		\$		
		\$		
		\$		
		\$		
		\$		
	Total	\$ 2,925	5,015	3,391

Description	Income	Current Yr. Budget	Prior Yr. Budget	Prior Yr. Actual
Membership Dues	\$	13,000	13,000	10,520
	\$			
	\$			
	\$			
	\$			
	\$			
	\$			
	\$			
	\$			
	\$			
Total	\$	13,000	13,000	10,520

Signature: Steve Balanecki
Date Submitted: January 8, 2020

Reverse side of form to be used for additional explanations or comments. Annual budgets must be submitted for approval not later than the January Board Meeting. Do not include event related expenses. Event related expenses must be submitted by the event chairperson.

E2

DETROIT REGION SCCA ANNUAL BUDGET

Name: _____

Position:

Calendar Year:

RAY, Jason

DIRECTOR AT LARGE

7070

Description	Expenses	Current Yr. Budget	Prior Yr. Budget	Prior Yr. Actual
Printing:	\$ _____	_____	_____	_____
Postage:	\$ _____	_____	_____	_____
Telephone:	\$ _____	_____	_____	_____
Annual Fees:	\$ _____	_____	_____	_____
Rental Fees:	\$ _____	_____	_____	_____
Supplies:	\$ _____ \$ _____ \$ _____	_____ _____ _____	_____ _____ _____	_____ _____ _____
Miscellaneous:	<u>SPRING TRAINING:</u>	_____	_____	_____
	HOTEL \$ 120.00	120.00	_____	_____
	TRAVEL \$ 195.00	195.00	_____	_____
	REGISTRATION \$ 30.00	30.00	_____	_____
	\$ _____ \$ _____ \$ _____ \$ _____ \$ _____ \$ _____ \$ _____	_____ _____ _____ _____ _____ _____ _____	_____ _____ _____ _____ _____ _____ _____	_____ _____ _____ _____ _____ _____ _____
Equipment:	\$ _____ \$ _____	_____ _____	_____ _____	_____ _____
Repair/Maintenance:	\$ _____ \$ _____ \$ _____ \$ _____	_____ _____ _____ _____	_____ _____ _____ _____	_____ _____ _____ _____
Total	\$ 345.00	345.00	0 0	0 0

Description	Income	Current Yr. Budget	Prior Yr. Budget	Prior Yr. Actual
Total				

Signature:

Date Submitted:

0101

01/08/20

Reverse side of form to be used for additional explanations or comments. Annual budgets must be submitted for approval not later than the January Board Meeting. Do not include event related expenses. Event related expenses must be submitted by the event chairperson.

E3

A

Description	Expenses	Current Yr. Budget	Prior Yr. Budget	Prior Yr. Actual
Printing:		\$		
Postage:		\$	-	-
Telephone:		\$		
Annual Fees:	State of Michigan Filing Fee	\$	-	-
Rental Fees:	Post Office Box	\$	-	-
		\$		
Supplies:	Paper, printer cartridges, staples, filing supp	\$	-	-
	Checks	\$	-	-
	Deposit slips	\$		
	File Folders	\$	-	
		\$		
		\$		
Miscellaneous:	National Convention	\$	900	
	Spring Training (registration, room, gas)	\$		
	Round Table (registration, room, gas)	\$		
	Audit/Tax Filing	\$	-	-
	Quickbooks	\$	-	-
		\$		
Equipment:	printer	\$	-	
		\$	-	
	computer	\$	-	
Repair/Maintenance:		\$		
		\$		
		\$		
	Total	\$	900	-

Description	Income	Current Yr. Budget	Prior Yr. Budget	Prior Yr. Actual
	\$			
	\$			
	\$			
	\$			
	\$			
	\$			
	\$			
	\$			
	\$			
Total	\$			

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E4

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DETROIT REGION SCCA ANNUAL BUDGET

Name: Piotr Roszczenko
 Position: Rally Director
 Calendar Year: 2020

Description	Expenses	Current Yr. Budget	Prior Yr. Budget	Prior Yr. Actual
Printing:				
Postage:		50	50	
Telephone:				
Annual Fees:				
Rental Fees:				
Supplies:	Print cartridges	110.00	110.00	
	Paper	60.00	60.00	
	(stickers, scorecards, TA slips, etc.)	50.00	100.00	
Miscellaneous:				
	year end trophies	200.00	200.00	97.25
Free Entries (for rally shoot	participants who enter Twilight Tour)	180.00	240.00	45.00
	Contingency fund	150.00	150.00	
	9V batts for time clocks	100.00	150.00	95.31
Equipment:				
	laptop, monitor , HDMI cable	371.00		
	external DualGPS	122.50		
	inkjet printer	42.40		
Repair/Maintenance:				
	clock calibrate and ship	100.00		165.35
	shipping, possibly switch change		100.00	60.00
Convert chkpnt signs to 'A'	frame design, wireless xmtrs & rcvrs	400.00	400.00	
	Total	1935.9	1560	462.91

Description	Income	Current Yr. Budget	Prior Yr. Budget	Prior Yr. Actual
	Time clock rentals	400.00	400.00	600.00
	Total	400.00	400.00	600.00

Net Income/Expenses: **(1,535.90)** **(1,160.00)** **137.09**

Signature: Piotr Roszczenko

Date Submitted: January 8, 2020

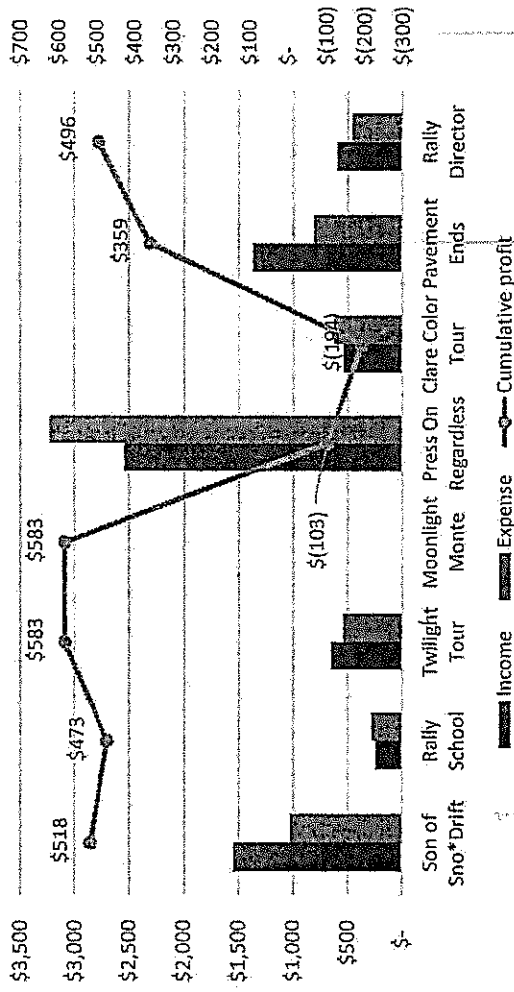
Reverse side of form to be used for additional explanations or comments. Annual budgets must be submitted for approval not later than the January Board Meeting. Do not include event related expenses. Event related expenses must be submitted by the event chairperson.

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2019 TSD Rally Budget

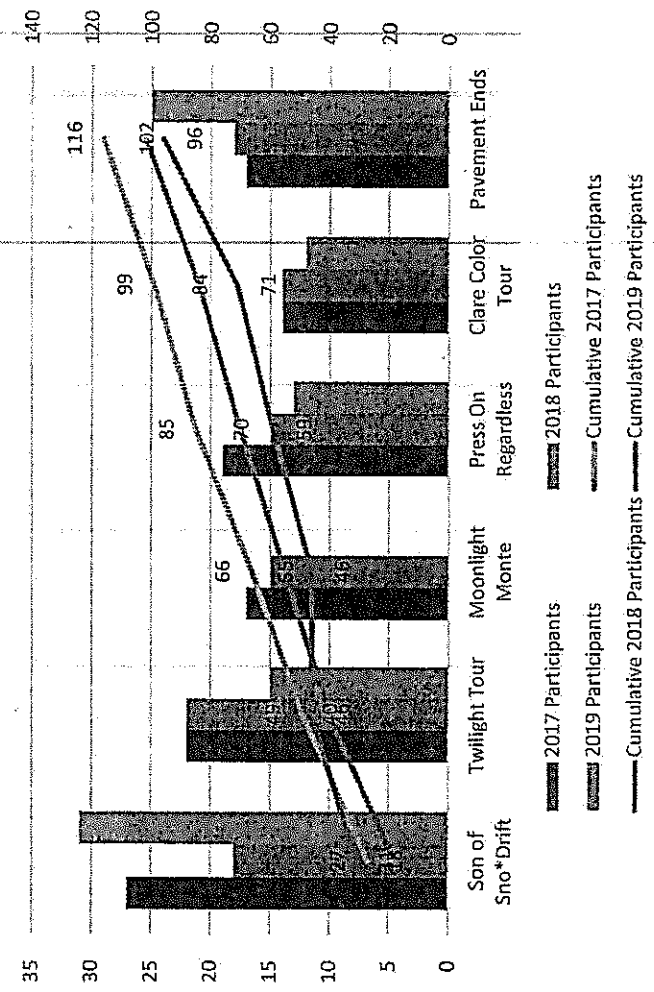
	Income	Expense	Cumulative profit	profit
Son of Sno*Drift	\$ 1,555	\$ 1,037	\$ 518	\$ 517.97
Rally School	\$ 244	\$ 289	\$ 473	\$ (44.68)
Twilight Tour	\$ 655	\$ 546	\$ 583	\$ 109.47
Moonlight Monte	\$ -	\$ -	\$ 583	\$ -
Press On Regardless	\$ 2,545	\$ 3,230	\$ (103)	\$ (685.41)
Clare Color Tour	\$ 539	\$ 630	\$ (194)	\$ (90.89)
Pavement Ends	\$ 1,367	\$ 815	\$ 359	\$ 552.12
Rally Director	\$ 600	\$ 463	\$ 496	\$ 137.09
				\$ 495.67

2019 Road Rally Budgets



2017 - 2019 Road Rally Participants

	2017 Participants	2018 Participants	2019 Participants	Cumulative 2017 Participants	Cumulative 2018 Participants	Cumulative 2019 Participants
Son of Sno*Drift	27	18	31	27	31	116
Twilight Tour	22	22	15	49	15	96
Moonlight Monte	17	15	0	66	0	66
Press On Regardless	19	15	13	85	13	99
Clare Color Tour	14	14	12	99	12	116
Pavement Ends	17	18	25	116	25	141



DETROIT REGION SCCA ANNUAL BUDGET

A

Name: Kenneth Wiedbusch
 Position: Equipment Manager
 Calendar Year: 2020

Description	Expenses	Current Yr. Budget	Prior Yr. Budget	Prior Yr. Actual
MAINTENANCE	Battery - 12V Auto	\$ 0	200	250
	Battery packs - Displays	\$ 0	0	0
	Brakes - Funmover	\$		
	Fire Extinguishers	\$ 1000	5500	5116.62
	Helmets - Loaner	\$ 800	0	0
	Lighting	\$ 400	200	0
	Lubrication	\$ 200	200	0
	Paint	\$ 200	100	0
	Printer Ink	\$ 300	300	200
	Radios	200	0	0
	Storage - Funmover	\$ 500	550	500
	Storage Race Trailer (Race Budget)	\$		
	Supplies (pens, paper, etc.)	\$ 100	100	0
	Wheels & Tires	\$ 250	250	0
ENHANCEMENTS	RH Camera - Conquest	\$		
	Counter & LR Out Stor - Conquest	\$ 400	350	0
	3500# Winch - Gator	\$ 400	300	0
	Water Bags - GP	\$ 500	1000	359.88
	Flags	\$ 0	100	0
	Flags - GP	\$ 0	2500	0
	Tire Covers	\$ 400	350	0
	RV Tire Press Monitor	\$ 800	0	0
	Tools	\$ 200	200	0
	RX Trailer - Gen Cabinet	\$ 500	200	0
	Wireless Trans & Rec	\$ 3000	3000	0
	Thistle Hill Storage Pad	\$ 600	1000	359.22
REPAIR	Misc Repairs & Fuel	\$ 3000	3000	200
	A/C Unit	\$ 0	1500	700
	Furnace -Conquest	\$ 0	0	0
	Fuel Tank	\$ 1000	1000	0
	Generators	\$ 1500	300	0
	Rear Bumper - Conquest	\$ 200	0	0
	Total	16450	22200	7685.72
Income		Current Yr. Budget	Prior Yr. Budget	Prior Yr. Actual
	Empire Hillclimb	\$ 400	400	400
	BICDGP	\$ 1000	1000	1000
	Total	\$ 1400	1400	1400

move
to Rally Cross
budget

Signature: Kenneth Wiedbusch /s
 Date Submitted: January 8, 2020

E7

Reverse side of form to be used for additional explanations or comments. Annual budgets must be submitted for approval not later than the January Board Meeting. Do not include event related expenses. Event related expenses must be submitted by the event chairperson.

A

DETROIT REGION SCCA ANNUAL BUDGET

Name: Aldo Parodi
 Position: Solo Director
 Calendar Year: 2020

Description	Expenses	2020 Current Yr. Budget	2019 Previous. Budget	2019 Prior Yr. Actual
Printing:	Printer Cartridges / Paper	\$ 100	150	0
Postage:	Postage	\$ 50	50	0
Internet / WiFi:	WiFi Network for Events (\$50/mo x 7 months)	\$ 350	350	350
Annual Fees:	SCCA Membership in Detroit Council	\$ 25	25	?
Rental Fees:				
Supplies:	Registration supplies, SCCA bracelets, stickers	\$ 120	50	60
	2019 Helmet Stickers (shared with RallyCross)	40	40	40
	2020			
Miscellaneous:	AxWare License Update (not reqd until 2021)	\$		
	AxWare Update for use with FarmTek T&S eqpmnt	\$ 70	70	0
	YEAR END AWARDS	\$ 1,200	1,200	
	Set 45 mix for lot repair	\$ 1,000	1,000	0
	SCCA 2019 Rule Books (2)	\$ 50	50	42
	T-shirts / Sweater for Event Chairs	\$ 350	350	143
	Plastic Filing Carrier for event papers	\$ 25	25	0
	Event Trophies (30 x 10 x \$5)	\$ 1,500	2,500	806
Equipment:	Helmets	\$ 300	0	0
	Bar Code Scanner (2 Batteries)	\$ 80	0	0
	FunMover Wheel Dollies	\$ 0	0	0
	New Laptop (if needed)	\$ 350	350	371
	Additional equipment necessary for Barcode Scanner	\$ 100	100	0
	Wifi Hotspot	\$ 0	200	38
	Replacement speaker cables (cables are freyed) Monoprice product #601550 100ft x 2	\$ 152	152	0
	Continuous Improvement of Participant Experience (to implement ideas from SCCA Convention)	\$ 500	500	0
Meetings:	National Convention (not an Ascender for 2020)	\$ 1,300	1,000	883
	564 Spring Training	\$ 100 / 180	100	20
	Round Table (registration, room, gas)	\$ 20	20	0
	Solo Planning Meeting	\$ 150	150	150
	Solo Specialty Training T&S, SSS, Tech, Registr (10 instructors, free entry to 1 event)	\$ 350	350	na
	Solo Specialty Training (food)	\$ 150	150	na
	Total	\$ 8,432	8,932	2,903

Description	Income	Current Yr. Budget	Prior Yr. Budget	Prior Yr. Actual
	Event Trophies (30 x 10 x \$5) show them on the event budget	\$ 1,500	2500	806
	Total	\$ 1500	2500	806

Signature: Aldo Parodi
 Date Submitted: December 11, 2019

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Description	Income	Current Yr. Budget	Prior Yr. Budget	Prior Yr. Actual
	\$			
	\$			
	\$			
	\$			
	\$			
	\$			
	\$			
	\$			
	\$			
Total	\$			

E9

A

DETROIT REGION SCCA ANNUAL BUDGET

Name: Nicholas ArandaPosition: Race DirectorCalendar Year: 2020

Description	Expenses	Current Yr. Budget	Prior Yr. Budget	Prior Yr. Actual
Printing:		\$		
Postage:	Awards Postage	\$ 100.00	100.00	100.00
Telephone:		\$		
Annual Fees:		\$		
Rental Fees:		\$		
		\$		
Supplies:	Novice Permits and GCR's	\$ 1,000.00	1,000.00	1,000.00
	Log Books	\$ 150.00	150.00	150.00
		\$		
Miscellaneous:	National Convention	\$ 1,100.00	1,350.00	1,125.00
	Spring Training (Registration, Rooms, Gas	\$ 100.00	100.00	200.00
	Spring Training (Total of All Attendees)	\$ 600.00	600.00	
	New Worker Training	\$ 350.00	350.00	350.00
	Advanced Worker Training	\$ 250.00	250.00	0.00
	Awards	\$ 150.00	150.00	0.00
Equipment:	Winter Equipment Trailer Storage	\$		590.00
	Equipment Trailer Storage	\$		325.00
	Race Flag Bags	\$		100.00
		\$		
Repair/Maintenance:		\$		
		\$		
		\$		
		\$		
		\$		
		\$		
	Total	\$ 3,800.00	4,050.00	3,940.00

Description	Income	Current Yr. Budget	Prior Yr. Budget	Prior Yr. Actual
	Novice Permits and GCR	\$ 2,000.00	2,000.00	400.00
	Log Books	\$ 300.00	300.00	200.00
		\$		
		\$		
		\$		
		\$		
		\$		
		\$		
		\$		
	Total	\$ 2,300.00	2,300.00	600.00

Signature: Nicholas ArandaDate Submitted: January 6, 2020

Reverse side of form to be used for additional explanations or comments. Annual budgets must be submitted for approval not later than the January Board Meeting. Do not include event related expenses. Event related expenses must be submitted by the event chairperson.

E10

A

DETROIT REGION SCCA ANNUAL BUDGET

Name: Brian Thorpe
 Position: Secretary
 Calendar Year: 2020

Description	Expenses	Current Yr. Budget	Prior Yr. Budget	Prior Yr. Actual
Printing:	MudPie Tales LLC.	\$ 1400		1335
Postage:		\$		
Telephone:		\$		
Annual Fees:	Constant Contact Subscription	\$ 540		540
Rental Fees:		\$		
		\$		
Supplies:	Postage	\$		
		\$		
		\$		
Miscellaneous:	Microsoft Office 365 subscription	\$ 75		74.19
		\$		
		\$		
		\$		
	Ink	\$ 50	50	
Equipment:		\$		
		\$		
		\$		
		\$		
		\$		
Repair/Maintenance:		\$		
		\$		
		\$		
		\$		
		\$		
		\$		
	Total	\$ 2065	50	1949.19

Description	Income	Current Yr. Budget	Prior Yr. Budget	Prior Yr. Actual
		\$		
		\$		
		\$		
		\$		
		\$		
		\$		
		\$		
		\$		
		\$		
	Total	\$		

Signature: Brian Thorpe
 Date Submitted: January 7, 2020

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E11

DETROIT REGION SCCA ANNUAL BUDGET

Name:	Frank Putman
Position:	RE
Calendar Year:	2020

Description	Expenses	Current Yr. Budget	Prior Yr. Budget	Prior Yr. Actual
Printing:	Expenses	\$ 180	180	
Postage:		\$ 100	100	
Telephone:		\$		
Annual Fees:		\$		
Rental Fees:	Meeting Room Rentals (recurring)	\$ 300	600	
		\$		
Supplies:	Paper, Ink	\$ 40	80	
		\$		
		\$		
Miscellaneous:	National Convention	1400	1400	
	Spring Training (registration, room, gas)	\$ 250	250	
	Round Table (registration, room, gas)	\$ 100	100	
	Board Service Awards	\$ 300	300	
	Goodwill	\$ 100	100	
	National Championship Event Subsidy	\$ 1500	1500	
	Regalia	\$ 750	750	
	Travel Mileage	\$ 450	450	
Equipment:		\$		
		\$		
Repair/Maintenance:		\$		
		\$		
		\$		
		\$		
		\$		
	Total	\$ 5370	5810	0

Description	Income	Current Yr. Budget	Prior Yr. Budget	Prior Yr. Actual
	\$			
	\$			
	\$			
	\$			
	\$			
	\$			
	\$			
	\$			
	\$			
Total	\$			

Signature: /s/ Frank Putman
Date Submitted: January 8, 2020

Reverse side of form to be used for additional explanations or comments. Annual budgets must be submitted for approval not later than the January Board Meeting. Do not include event related expenses. Event related expenses must be submitted by the event chairperson.

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NICK ARANDA

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DETROIT AUTORAMA

FEB. 28 - MARCH 1 2020

OVERVIEW

Autorama is a large scale custom car show presented to the general public in 14 states. The show is sanctioned by the International Show Car Association, who has officiated these shows since 1963. Shows Judged and Produced by ISCA are attended in numbers between 20,000 and 150,00 people, depending on the show. Detroit 2019 saw an **attendance of 149,000** spectators, competitors, and exhibitors. 2020 will be the 68th running of this show. These shows are of the highest quality, and widely advertised to the public. Detroit Autorama has the highest attendance as it is the show that the main competition, The Great 8, is presented. These shows are well marketed and metrics of the audience are taken at and after the event to provide demographic information, which is rarely tracked at events like this.

GOALS

1. Promote SCCA's variety of programs to a wide audience
2. Increase SCCA's visibility in an Enthusiast Key Market
3. Generate brand recognition by advertising at a well respected event
4. Promote SCCA's 2020 calendar of events

EXECUTION

Setting up a display booth at Autorama will allow us to distribute printed materials to a large audience in a 3 day span to people from across the country. The booth will be staffed by SCCA Members and this will help bring passion and interest to our subjects. We often joke about the Secret Car Club of America, and events like this are a perfect way to combat this. With one on one interaction with actual participants, show attendees can learn about the ease of joining and participating in Motorsports activities within their own community. The ability to display SCCA member's vehicles at the show can also be used to ease the minds of those who think they don't have a car worth coming to an event with. As a 3 year exhibitor, I always plan to bring a variety of cars, one the "average" attendee can identify with and one that they can aspire to. Likely a street

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legal, mostly stock autocross or rallycross vehicle, and a "top-tier" road race car would be the best result. Especially if we can find a pair of the same model.

ISCA has provided an open book on show demographics that closely reflect a similar demographic of Motorsports enthusiasts.

- 54% own a Special interest, Modified, or Restored vehicle
- 81% repair their own vehicles at home
- 27% are business owners, CEO's, professionals, or business managers
- 37% are planning an engine related project within the next 12 months
- 66% can name the show sponsors
- 33% said they switched products because of their sponsorship of the show
- 73% said they try to support companies who sponsor the show
- 55% said they preferred performance based cars
- 35% claimed a household income of over \$75,000
- 48% are between the ages of 18 and 34

These numbers closely resemble the Demographic information collected by SCCA, Trans-Am Pro Racing, and IMSA for their programs.

COST

Exhibitor Prices are as follows

- 10'x10' Booth - \$775.00
- 10'x20' Booth - \$1,475.00
- 10'x30' Booth - \$2,200.00
- Premium Corner Booth add 30%
- Additional costs for passes for workers exceeding included passes
- Cars wishing to be in competition \$50
- Carpeting under the Exhibit will be required

Get Ready for 2020 – Spring Training!

Shake off winter and get ready for spring – Spring Training, that is! It's the kick-off to all the excitement that will race across Great Lakes Division in 2020.

On **Saturday, March 7**, we'll gather at the Ramada Plaza, Fort Wayne, IN. This new conference center location offers tons of meeting space for this year! Located centrally in the division, with easy access off I-69, it also offers cost-effective guest rooms (\$99/night, with 2 breakfast buffets included), and ample free parking.

And with more space, we're adding even more sessions, including an all-day Time Trials track in addition to the annual full-day Solo Track! And numerous National SCCA staff will present on a variety of topics, plus excellent GLD members are anxious to share the National Convention sessions they are presenting next week.

There's something for everyone – the agenda is building and getting fuller each day. Plus, we'll use online registration via MSR again this year! If you prefer, we'll offer an option for paper registration, too.

Online registration is almost ready. In the meantime, book your overnight room at the Ramada Plaza. The discounted room rate is \$99 and includes 2 breakfast buffets! Call them at 800-854-9517 (or 260-484-0411) and ask for the "Sports Car Club" group rate. Rates are good for either Friday or Saturday March 6-7, or both if you're spending the weekend.

Whether you're already active or want to be more involved, mark your calendar for Saturday, March 7. Then, watch for more info and an MSR registration link to be posted in the next couple of days!

For more information, contact Val McCammon, Event Coordinator, at pyramid@bluebirdview.com

305 E. Washington Center Road
Fort Wayne, IN

46825

Sun	Mon	Tue	Wed	Thu	Fri	Sat
29	30	31	1	2	3	4
5	6	7	8 7pm - Monthly	9	10	11 10:30am - Son of
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	1 6:30pm - Detroit

Solo
Rallycross

Sun	Mon	Tue	Wed	Thu	Fri	Sat
26	27	28	29	30	31	1 5:30pm - Detroit
2	3	4	5	6	7	8 February
9	10	11	12 7pm - Monthly	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

Alex Rance

1st / 1st

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Sun	Mon	Tue	Wed	Thu	Fri	Sat
1 <i>Autocross</i>	2	3	4	5	6	7
8	9	10 7pm - Monthly	11	12	13	14 <i>Spring Training</i>
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31	1	2	3	4