San Francisco Region

Board of Directors

April 19, 2023

Minutes

Tim called the meeting to order at 5:30PM. Members in attendance were; Tim Sullivan, Joe Montana, John MacIntyre, Peter Phung, Blake Tatum, Bill Booth and Linda Rogaski.

**Minutes** Approved previously by email.

**Finances – Bill**

Bill reported that we have a $132,000 loss as of Regional 3 & 4. Financial information is not yet available for Regional 5 & 6. It is anticipated that IMSA will not be profitable due to staffing expenses, volunteer hotels, etc. It is a trade weekend so we will get credit for three (3) days of track time.

It is also anticipated that the Western Shootout will be a financial loss, partially due to high costs from National. John has identified sponsors including DIG Racing and Romer Racing for food and beverages.

Bill stated expenses are going to:

* Club administration
* Vehicles
* Volunteer Support
* The Wheel

Suggested solutions include:

* Not hosting an annual banquet,
* No karting,
* Manage each event to a strict budget,
* Trophies on request,
* Reduce food costs
* Reduce use of paid workers

The Board’s goal is to increase participation which will increase revenue. Discussion followed on ways to increase participation. Joe suggested a reduction in entry fees to encourage more drivers to race with us and to eliminate the equipment replacement fund. Blake pointed out that our entry fees at Thunderhill have not gone up much since 2016. Suggestions to increase numbers is to do a media focus, possible financial benefit to a referring driver, and reaching out to drivers who no longer race with us to encourage them to come back.

**IMSA**

We will be using Short Caution for e-crew support at the event. We need to supply three (3) safety trucks and a roll-back plus three (3) BLS trained workers. We will cover rooms for the two (2) people on the wait list.

**Volunteer Recruitment**

The Board agreed that a new volunteer who works four (4) events in entitled to a specialty crew jacket at the Region’s expense. After that all merchandise is to be paid for with VIP points. Volunteers are to use the order form available on the SFR webpage. This is an expenditure of their VIP points we need to show where they authorized the purchase. Order forms go to Courtney in the SFR office, she will be the contact person with the vendor and tally use of points.

**Thunderhill Dividend**

Bill reported we will be retaining $125,000 to cover regional expenses as needed. The other $125,000 will be used for marketing, and volunteer and driver benefits.

**Western Shootout**

John reported that load-in is Wednesday evening. The sanction number has been assigned. Friday night there will be a hosted taco party and Saturday night the event party. Paddock spots for tire vendors will be marked off for their exclusive use.

**Laguna Contract**

Tim received the 2023-24 contract from Laguna. It is not on the Monterey County Board of Supervisors calendar until May 9, 2023.

**June Regional Race**

The schedule will identify a 15 minute break between race sessions, allowing for victory laps. Qualifying will be 20 minute sessions.

**SFR Resource Information**

Linda developed an outline for a new Board member Handbook. The Handbook will be finalized. This will document processes and policies new members should know.

**Old Business**

**Pace Car**

It was agreed we will use funds in the Replacement Fund to purchase a vehicle. The Board agreed waiting till October when the new-year vehicles will be available.

**New Business**

The 2024 race schedule will be on the agenda.

Tim adjourned the meeting at 9.17