**SFR Board**

**Minutes**

**11/20/2024**

**Election Results**

**RE**

Mike Smith 298\*

Tim Sullivan   131

**Board of Directors**

Alberto Goncalves   199

Bill Booth        281\*

Blake Tatum       341\*

John MacIntyre      130

Trish James        218\*

Mike called the meeting to order at 5:32 PM. Members in attendance were Blake Tatum, Trish James, Greg Hoff, Bill Booth, Joe Montana and Linda Rogaski.

**Minutes**

The minutes were approved previously by email.

**Finances**

Mike advised we were going to spend the meeting reviewing expenditures to determine where we can cut costs to make savings.

The Board began looking at expenditures with the end goal of developing policies and procedures for the way we do business. There was a lot of discussion on each topic.

* **Garages**

Trish is going to look at how much we make on garage rentals; cost vs selling price.

* **Wheel Advertising**

Blake is going to follow up with Rhina on how advertisers are paying and by what payment method.

* **Admin Expenses**
	+ Mike and Trish are reviewing expenses and identify where we might save money.
	+ They will be looking at project tracking software.
	+ They will review rolling stock insurance.
* **Drivers School Scholarships**

There was a lot of discussion as to the value of the scholarships. The goal is not to develop racers as much as it is to say thank you to volunteers. It was agreed that we would do one (1) scholarship – this would not include car rental or equipment. Mike is drafting a proposal.

* **Storage Unit**

Mike and Blake will work with Gary Horstkorta to empty the unit and close it out.

* **Ambulances**

The cost for ambulances is quite high. Bill will investigate any costs by track.

* **Communication System at Laguna**

Use of the McCune sound system is quite high. Mike and Greg will develop a plan showing alternatives, e.g. What’sAp, repeater, etc.

* **Food Costs**

Bill will develop a spread sheet showing expenditures by event.

* **National Costs**

Mike is planning on meeting with National staff to discuss the need to lower costs to help regions remain solvent.

* **Trophies**

Joe was asked to bring samples of trophies and costs to the next meeting.

* **Volunteer Programs**

The board wants to look at equity, what are out-of-pocket expenses. What is the ideal number of volunteers per crew? Bill reminded everyone we need to be mindful of IRS rules. Mike will develop a spread sheet with all costs broken down by event e.g. food, hotel rooms, generator, VIP, etc.

**Recap of Conversation with Tim**

**Sonoma**

* Mike stated Tim was confident we have the Sonoma dates even though we don’t have a signed contract.
* Troy Ermish would like a run group at one of the Sonoma dates he can guarantee 20 plus cars. The first Sonoma date is the Majors it would be difficult to add an 8th run group. The second date is Labor Day which is extremely popular, again it may be hard to add an 8th run group.
* We anticipate other groups may ask for a slot on the schedule.
* Blake will be the liaison with other race groups, e.g. World Speed, Exclusive Racing, Cross Flow and Peter West.
* Greg agreed to be the liaison with Sonoma.

**Laguna**

* Again we have no contract, but Tim is confident we will have the two weekends scheduled.
* There are many rumors out there about Pro events, but few facts.
* Mike has asked Joe Briggs to be the liaison with Laguna.

**Event Numbers**

Mike provided spread sheets on different aspects of our 2024 season. The most popular groups with the largest consistent turn-out are Groups 6 & 7. A good percentage of drivers only enter one or two events, we need to find out why.

**Supps**

The 2025 Supps are in development. Bill and Greg will work on Group 6 & 7 grid requirements. The goal is to have one set of Supps for the year. Linda will help pull the document together after Board members get there suggested changes to her.

**Pricing Models**

Discussion followed about the best way to price events.  Are multi-race discounts workable? What alternatives are there? Mike asked all to review and submit ideas on pricing models

Next meeting 12/18 5:30 PM