
The trek up highway 12 to Packwood on Saturday July 23rd was a beautiful drive that took me to parts of Washington that I had not visited in years. I only wish I had budgeted more strength, so I could have stayed to party with the Solo crowd that night. Note to self; “BRING A CHAIR next time and you will be able to party with the best.”

Every time I go to a Solo event I am amazed at the economy of the effort, the teamwork, and the streamlined business model they use. I sure wish the chaos of club racing could be more like that.

As always, it was great to meet and talk with the Solo folks, and I hope to do much more catching-up with them at the Nationals in Topeka soon. Unfortunately due to a club race the weekend before (and the need to get my wife and my car off to the Run-Offs), I will not make it in again until the second half of the week, but I still look forward to a great time.

The financial figures for the end of June look good for SCCA Inc. Expenses came in almost on target, with operating income off by about sixteen percent. The bottom line net income was \$140,000, which is off by about \$128,000 from the budgeted figure of \$268,000. Membership was about ten percent less than budget, but still \$9,000 better than the forecasted figure of \$160,000. Entry and registration fees were lower than budget by about \$37,000 due to the budget timing of Run-Offs entries. (Entries are still tracking ahead of last year this time for both Mid-Ohio and the Solo's.) License revenue exceeded budget by \$25,000, still behind YTD budget. But it has made significant gains in the last three months.

Total operating budget came in \$5,000 over budget, with no major expense overruns for the month. Race and annual meeting activities were under budget by \$15,000. Marketing and sponsor services were over budget due to the Partnership Roundtable costs, which is okay in my book because this is a major investment in the club's future.

Non-operating income was \$12,000 over budget for the month due to performance investments, yet YTD they are still down \$6,000. Overall YTD income items are less than budget by 7%. To break it out a little more for you: membership is behind by 10%; licenses are behind by 19% but are improving each month.

YTD expenses are running less than budget by 5% due to efforts to contain costs by the staff. Highlights: communications is under budget by \$15,000 due to postponing expenditures. Overhead office expenses allocated are under budget by \$57,000.

ProRacing is looking much brighter on the financial side; total income in June was \$18,000 over budget, mainly due to sponsorship in support events. Total expenses for June were \$6,000 less than budget primarily due to field staff being under budget by \$18,000 in connection to World Challenge. YTD income is still \$27,000 less than budget, but the gap is closing rapidly each month. Licenses are over budget by \$12,000, but this figure is projected to level out and return to the projected budget figure. YTD expenses are running less than budget by \$35,000. Almost all expense line items are running under budget at this point.

Enterprises is still making money and selling cars. Erik Skirmants has huge plans for his Run-Offs display with an eye to “regenerate” the customer base and spread interest amongst new customers.

I did not get a chance to talk long with Tom Hnatiw, when he was in Portland for the World Challenge to find out when the new season of SportsCar Revolution begins but rest assured I will be there watching when it does. Short of SCCA Inc finding a “sugar daddy” to bankroll our own weekly half hour, this is the best tool we have to spread the word about this club (other than our World Challenge & Run-Offs coverage.)

Speaking of World Challenge, look for three or four more marques running next year, maybe even one from Germany. The schedule looks like it will encompass seventeen dates.

The contract with Heartland Park should be signed by now, and the new pavement is being laid as this is being written.

By the time you read this, the BOD quarterly sit-down meeting will have happened. We plan to address the Spec Miata spec tire issue (it is down to three companies), and more than a few pages of proposals from the CRB and SEB -- which is another way for me to tell you to tune in next month.

Put on your sunglasses crew, the future is about to change in thirty days.

Duck-Out.