

July 2005

By the time you read this, the partnership meeting in Topeka will be history. Fifty-five companies now have a working relationship with our club. The meeting, first and foremost, is a way for SCCA to build relationships but it will also include a track day and a Solo event. From meetings like this programs like "Dodge SRT Vehicles are the Official Car and Truck of the SCCA" are born.

Details of this exciting plan are still coming in to me, but the two year program with an option for a third year is the BEST thing to happen to this club in years. Unlike the recent Subaru program, Dodge plans "track days," similar to our HPDE days around the country. When the new owner shows up they will receive their SCCA membership. This will bring "active" members to us, it will be the region's job to be there to help channel the new member into solo, rally or racing (or race working). PLEASE regions, be prepared. I am not at the liberty to discuss exact financial details, but this year it is enough to keep SCCA in the black in spite of a ten percent drop in membership. At minimum, this program is expected to bring another five thousand new members this year. So the "real" decrease in membership numbers may be down to five percent by the end of the year. Next year the projection is for possibly as many as fifteen thousand new members. Watch for a HUGE print ad to tout this partnership. It would cost the SCCA one to two million dollars to duplicate the exposure we will be getting from the partnership with Dodge. Definitely one of the side benefits of a deal like this, is increased public brand awareness for SCCA.

Speaking of finances, at the end of April all the numbers from Pro Racing look good. The net income was \$23k more than budget. Total April income YTD from activities was \$340K, which is \$30K over budget. Entry Fees for the month were over budget by \$18K, due mainly to the high number of entries in the Miata series. Registration Fees exceeded budget by \$10K. This is due to the large number of Miata entries that needed to register their vehicles. On the bottom line Pro is currently almost \$42k ahead of income budget projections.

Enterprises, with new President Erik Skirmants in place, made about \$ 17K last month, which gives it a profit of approximately \$65K for the year to date, which translates to about \$13k ahead of the budget.

Enterprises recently completed tire tests on three brands of tires at Second Creek Raceway in Colorado. Results were interesting and details hopefully will follow soon. A tire test for a new Yokohama is scheduled for the near future.

The BOD recently voted to have a spec tire for SM nationally in 2006. A very detailed four-day test will take place in July with possibly as many as ten manufactures taking part. The test will be documented in a future SportsCar.

Colan Arnold tells me membership renewals are now available online. Try it. If this is successful and "bug" free, licensing will follow soon.

As of June first Terri Ozment reports we already have 258 Run-Offs entries. See you there! Terri also reported these licensing numbers: 455 for emergency, 2,649 for F & C, 568 for Pit & Paddock, 1365 for Race Control, 56 for Radio tech (soon to be phased out), 866 for Registrars, and 642 for Tech scrutineering. It takes all these licenses (and license holders) to put on about four

hundred club races a year. It was also reported that 486 stewards licenses have been issued this year to date. Of that number forty-six are S.I.T.'s. That is a reduction of approximately twenty-five percent from last year's level, and this is of concern for the club racing office. Event numbers are tracking well YTD. There have been 11 Drivers schools in 2005, compared to 10 in 2004. There have been 29 Regional races, compared to 25 in 2004. National races are holding steady at 16.

Talking about licenses, Colan gave us some numbers. On an average month in Topeka they see 1,200 new members, process 5,000 membership renewals, handle 1,000 driver licenses and 825 worker licenses, answer 2,400 phone inquiries, write 400 letters and have 100 medical reviews. This is the overall average. Seventy percent of these totals come in during the March 1st through July prime time. Five staff members handle almost all of this workload. So PLEASE cut the home office a little slack and give them a well-deserved tip-of-the-helmet. They are working hard for you.

When I was in Topeka recently I bumped into old Run-Offs buddy, Dr. Jim Butler, the new administrator for medical. He tells me that he is in the process of redesigning the physical form

If you have not checked-out the Fastrack lately, please notice the BOD minutes now indicate how members voted. The Board decided to include this information to make the decision process more transparent.

As I mentioned last month, the Foundation has been restructured due to new interpretations in the IRS code. SCCA University has been placed under Mike Dickerson in the Regional development department. Barb Lundquist, as always, will head this project. She reports that the DVD of this year's Safety Symposium is ahead of schedule and should be out soon. I will try to get this out in the field as soon as it is available because the talks on heat and Snell helmets ratings are a must see.

The BOD decided not to post the IRS form 990 on the web site. I have a copy and can answer any questions you have about it. Please contact me if you are interested. I also saw the Run-Offs financials. While I cannot share the exact numbers with you, I can try to answer your questions. The bottom line showed a small profit in the low six figures range. However there is one full time staff person who spends 80% of their time organizing this event. Factoring in that person's wages, the net profit on the Run-Offs could almost buy us a mid-size car. There is no truth to the rumor that the Run-Offs event is a profit center for the club. The Run-Offs should be a break-even affair to minimize cost to the entrants, and I will work to make sure that it continues to be operated in that manner.

While we were in Topeka for the May meeting, the BOD had a reception at the offices in Heartland Park to view the drawings for the new race track facilities. Tech, for example, will have a 130 some foot by 151 foot building. New pavement should be in place by the end of this year. Ray Irwin tells me there will be the equivalent of seventeen football fields of blacktop taken out, with twenty-two football fields of blacktop brought back into Heartland Park. As the plans go, the last building should be completed by June of 06.

A tip-of-the-helmet goes out to NWR R.E. John Forespring for being a grandfather (again).

Director Duck-Out