

June 2009

At the BOD meeting in May President Jeff Dahnert reported that, "2009 is off to a fairly good start." Before I forget Jeff is scheduled to visit the Oregon region during Rosecups. Richard Ehret the VP of finance reported a net operating loss of \$137k compared to a budgeted loss of \$237k for the first quarter. Investments have recovered \$ 80K of its recent loses this quarter and all are hopeful this is a long term trend. The budget and finance committee worked with our advisors to review the club's investment policy and are looking to fine tune it. SCCA operates at a loss because some many (insurance for one) annual expenses are front loaded in this quarter with revenues coming in as events are put on. The margin loan has been paid off. Finance is still holding close to a projection income of over one-hundred k at the end of the year.

Membership levels have tracked below the projected 3% decline. Club racing participation is tracking down about 10 percent; however, sanction fees and novice licenses are two areas of encouragement with both above expectations. Solo participation has been strong in the first quarter and is expected to continue the positive momentum. Membership in a cost cutting move has not used temporary employees this year. The result is instead of the target turnaround time of three-to-five business days to clear a license the time frame now is five-to-seven days.

The recent Solo event at Lincoln NB was an overwhelming success with a huge entry from all corners of the country and lots of positive feedback this bodes well for this fall's Solo nationals there. I eagerly look forward to attending this event after a few years off. This is definitely a must do for all to attend as a good time is had by all. ProSolo's entry numbers are holding close to 2008 levels, the Southern Californian stop was record numbers as did the stop in Wendover UT. Investments made in new timing equipment and software are beginning to yield results with improved accuracy and event efficiency. That has allowed us to raise entry caps and improve the members' experience with the event.

In the first quarter the Rally sanction number show that Rally is tracking close to 2008 levels.

At the recent Long Beach Grand Prix President Jeff and VP for marketing Eric Prill had discussions with Haymarket (publisher of SportsCar) about containing costs and possible improvements with the magazine. Stay tuned for details.

In light of the economic situation club contingencies have been hard hit with the loses of Kumho, Subaru, GM, Dodge and Ford all ending or cutting back on support. The silver lining is that almost all have indicated a return once the economy rebounds.

Eric in marketing is working on updating the membership brochure and will go to the printers soon. Due to budget constraints the Rally and Club Racing event promo kits are postponed until 2010. The completion of the Solo events promo kit has been met with enthusiasm from the regions. The recent signing with IRacing.com should bring in some revenue. The Spec Racer Ford is now a part of the basic package so check it out.

Television coverage for the Run-Offs at this writing still has not been settled. Speed has informed us they are not going to underwrite the production cost. The club, ProRacing and Road America are all involved in trying to make this happen with three different types of products involved with a number of media outlets. Worst case scenario at this point would be a two-hour highlights show. Once again stay tuned as this is still far from decided. All of this is contingent on how much advertising support we can

gain from our business partners. The full forty-eight hour (24 races & reruns) would need over \$300k to do.

Colan Arnold VP for membership and Region Development reports on the success of the recent National Convention. Attendance was 467 full and partial convention attendees in 2009 this is up from 379 in 2008. Surveys were e-mailed to 400 attendees with 184 responding and rated the convention as having met expectations by 70.6% and exceeded expectations by 22.8%. Financially the convention did better than budget by \$23k. With a return to the South Point the goal is to increase attendance by five per cent. In the next few weeks a survey will go out to all competition license holders to gauge interest and gather impute for a possible competitors track.

To date 1,434 annual waiver hard cards have been issued, with over 600 of those issued in the last month. Of the hard cards issued 277 are the special hard cards for volunteers working twelve or more days in the previous year.

The Jumbo region focus group which was started last year has been a success. Oregon region has been added to this group recently. With the positive feedback from the jumbo RE's the goal this year was to expand this program with two new groups. One is for small regions and starting in June a non-sized group is to begin with Reno and Northwest from NORPAC being invited to join. This group are regions that have a good mix of programs that include the emerging areas of PDX and RallyCross.

Until next month:

Duck-Out.