



BOARD MEETING – MINUTES

Prepared by: Sandi White – VOA National Secretary

DATE/TIME:	November 15, 2017 @ 8:00pm EST (Conference call)
INVITEES:	National Officers, Regional Presidents, Directors, & Invited Guests
PRESENT:	Alex Ristanovic, Beth Sewell, Sandi White, Brad Homen, Kurt Balhorn, Brian Oppenheimer, Chuck Tator, Maurice Liang, Cheryl Dlouhy, Rob Buckman, Brent Elmore, Bruce Heckman, Larry Aszmann, Terry Bosserman, Frank Palazzo, Tim Mahoney, Joe Boscia, Ed Massena, Bob Bierman, Brian Savage, Dave Ivler, Jim Johnson, Ed Bowser, Michael Shepherd, Wayne Rauh, Tyler Manwell, Kurt Robinson, Debbie Ruckert, Marko Radosavljevic, Sanjar Chakamian, Glenn Izard, John Vittone, John Malaesta, Andras Kovacs
ABSENT:	Robert Snyder, Alan Weakley, Jeff Barnes, Alexander Macevicius, Scott Tolleson, Thomas Levesque, Steve Cuffaro, Tateshi Kiriyaama, James Tait, Barry Adams

CALL TO ORDER: This is the last meeting for 2017 and the last meeting for some of the current board. The new board officers will be taking on their responsibilities effective January 1, 2018. Alex Ristanovic called the meeting to order at 8:06pm EST.

PURPOSE/REVIEW OF AGENDA:

- Welcome (No need to check-in/roll call - the system automatically identifies you)
- Club Status
- Membership Renewals 2018
- Regional Elections
- National Officer Election Finalization
- National Officer Transition
- NVE3 Update/Status/Plans
- Open Forum - Q/A
- Adjourn

BUSINESS DETAIL:

TOPIC: Greeting

Alex Ristanovic welcomed everyone to the call and thanked them for their timeliness. Over 30+ people joined on time. Roll call wasn't necessary due to our automated system which tracks participants. Alex shared his pleasure that everyone made things easy with attending.



TOPIC: Club Status

Alex mentioned he would typically aim to have 2 board meetings per year, in the spring and fall. He wanted to provide a quick overview of our club year including a number of facts up to this point in the year. This year, the club easily surpassed last year's membership trends. At the beginning of November, the club already reached its max membership from last year, nearly 2 months in advance. That's a large increase in membership, and expected to set a much higher record by Dec 31 of this year. Brad Homen also provided an overview of the club's financial standing. The club is doing extremely well and now in very comfortable territory with surplus funds. The operating expenses for the year are near flat, to slightly negative, as planned. All funds taken in through member registrations are spent back on the members and the regions. The beginning of 2018 is also expected to really cement a long future for the club as revenue from auction and the VOA store will be particularly strong at NVE3.

TOPIC: Membership Renewals for 2018

Alex reminded the participants that everyone's membership expires at the end of every year. It makes no difference when members renew (or join), all memberships expire on December 31st. This is done to make renewals easier so that reminders and renewal drives can be pooled. Alex said that normal renewals at this time of the year would be about 30%, but due to the upcoming NVE that the renewals already surpassed 50% currently. He also said that the club had been averaging a 76% membership renewal retention rate by January 1st (and more than that after Jan 1).

He also said that the most active day for renewals (outside of the onset on Oct 1), is December 31st. He also added that the club had just implemented an "auto renewal option" to our website, where the member could click on it and the system would automatically renew the member every year. He indicated that it had been difficult to accomplish this task, but that he was sure it would benefit the club in the future.

Alex mentioned how the club has the ability to send targeted reminders for those who haven't renewed. This does a lot of good in reminding those who still haven't.

TOPIC: Officer Election Finalization

Alex also took the opportunity at this point to remind the presidents that many regional elections were coming up and that the regions needed to follow their bylaws. He also asked that the regions notify national when the elections were over so that the club region information could be updated. He reminded the presidents that club now has a system on the website that can be utilized by the regions in their election process and any surveys they wished.

Alex then stated that the voting was complete for next year's national officers. He indicated that all the new officers happened to be current presidents of regional clubs and were well tenured in the VOA club rules and procedures which should stand them well in their new responsibilities. He also highlighted that this level of experience isn't quite necessary, but was thankful for the strong showing of volunteers to take these roles.



He went through the final results for the national election, congratulating the new officers: Joe Boscia - Treasurer, Ed Massena - Secretary, Kurt Robinson - VP, and Beth Sewell - President. He mentioned they are all very tenured, and also highlighted that this is our first female president. He thanked them for their unselfishness and volunteerism. He expressed great faith in such a strong slate of leaders for the next term.

TOPIC: National Officer Transition Process

Alex reported the state of preparation to turn the club over to the next round of officers has gone very well and the club implemented a formal repository for not just all of its past records, but examples of emails, coordination documents, and many other articles that would be repurposed by others in the future. A “shared” was built so that this repository could easily be shared among other national officers. He had also completed a 40 page manual on how to create an NVE which would help the new officers coming in as well as officers in the future. He also indicated that the club had built a financial “cushion” of almost \$75,000 for unforeseen expenses, in case it was needed going forward.

Alex spent a good portion of this time discussing what was important for the club to continue to focus on – culture and support. He explained it’s important for such a large board to stay involved, as that’s what keeps the club on track. He indicated where continued failings with the VCA highlighted intrinsic failure with how the club was structured, who controlled it, how decisions were made, in addition to poor involvement and oversight. We need to continue to learn from the past, not just when the new club began, but in continued failings that we’re still witnessing with the other club relative to lawsuits, poor VOI planning, low levels of activity, and a tiny group of people still controlling all operations and perceptions. It’s a mistake we can never make as a new club. He also explained a culture of volunteerism is important to keep things moving forward. He explained that support of each other, even at times of disagreement, needs to be the standard that this club upholds. He highlighted how these meetings and all operations have truly evolved to a synergistic group, and reminded everyone that it must be protected.

Alex then went through the list of his current officers, and gave them each a very personal thank you for their support, hard work, and mentioned particular things he appreciated about them. He also reminded everyone of the large support group of directors, which includes moderators, website, sponsors, editor, etc... He said he never wants those forgotten who contribute so much in the background.

He then once again thanked the new national officers, expressed his deep trust and optimism for many years to come. Beth Sewell also expressed that they have some very big shoes to fill and was thankful for everything done by Alex and the prior group.

TOPIC: NVE3 Update/Status/Plans

Alex started off by giving a general status and initial response to NVE3, which was blistering and successful. He explained it exceeded expectations and sets a good tone for the next one as well. Alex went back in time to explain the first NVE was done by Maurice; the second by Maurice and Alex; the third is being done by Alex, and the fourth would be overseen by Beth with Alex helping at the onset. There had been the typical coordination challenges for this NVE, but the club is currently 7 months ahead in planning for this event with every details documented and shared with members. He indicated that he had attempt-



ed to get the price for the event down to \$499 per person but had been unable to do that. The current price is \$539 per person. He also noted that 100% of revenue from the event, would be spent on the event, this wasn't ever a fundraiser for the club but merely a time to get people together from all over the world. Proceeds from the store sales and the auction would go to the club to be used as necessary, but also serve as a catch all in case it was needed for an unexpected use. Alex reported that the 3 major sponsorships were sold very quickly and the contracts with the sponsors were being completed now. He also indicated that the rest of the advertising for the event is selling well and is traditionally sold when the Event Guidebook is done.

Alex provided and discussed the Income & Expense Summary for the event. He explained the event is tracking perfectly to budget. He said with all major and almost all minor expenses already committed, the club has \$10,898 which has not been spent on the event yet. He expects a few more small expenses to come in and that will cover that for a flat budget in the end. The goal is to have income and expenses come out to "zero".

Alex spoke to the amazing rate at which the event sold out, but also highlighted why 800 was absolute maximum capacity, as members were sometimes asking. He explained this number isn't chosen, it's derived based on the venue. He says the hotel and banquets is never a problem, but explains that it's all the activities that cause congestion. If we weren't doing such intimate things, it would be easier – but it would not be as wonderful. And because it also involves actively using cars, not just people, it further creates logistics and limitations. He explained the limit is imposed by tours, parking, track, cruise, venue maximums, city ordinances, and venue other activity requirements tied to the # of cars and people who can enter/exit within a given period of time. He went into great detail explaining those challenges so president could understand how this is more than simply deciding something differently or increasing the number. It's a very complicated event, that has many dependencies and rules that must be followed. He also explained that a lot of work has already gone into NVE4 along those lines. Everyone seemed to appreciate the insight and thanked him for his work.

Alex also shared some very interesting statistics since the event is sold and demographics could be analyzed. He shared that the split between men and women is: 56% men and 44% women, an amazing ratio which highlights family involvement which has always been the clubs goal. He also shared the number of attendees planning to bring their cars is a staggering 87%, a remarkable number. He highlighted that NVE2 had a high percentage with 80%. He also shared that 25% of attendees will be arriving a day early, this equated to a rather large contingent that he has indeed planned for and will also be opening the store and event check-in early. He said he also implemented security in the hotel garage to begin early on Tues to allow for early comers. He covered some details with regard to the various venues and then took a few questions from those who had them.

TOPIC: Open Forum/Q&A

Alex took various questions from the board. Among the more significant:

Will busses be provided to and from the various venues for participants who don't bring their Viper? Alex indicated that this question comes up often. Alex indicated that busses WILL NOT be provided for the various venues. Participants will need to rent a car to get to and from the various venues on their own. This is the same as past NVE's. Buses are only used when cars cannot transport people efficiently.



Any possibility that the club will do a “group” picture at the track again with the cars in it? Alex indicated that trying to do that would interfere with our time for the participants at the track and other events. And, there is the additional cost of a photographer and coordination to be taken into consideration. A picture is planned with the group at 2 locations.

Will cars be on display at the various venues? Alex indicated that there WILL BE Vipers staged at the various venues during the event.

Alex also indicated that he had purposely built “free time” into the event to allow attendees to visit various casinos, to visit other venues, or see “shows” while in Vegas.

TOPIC: Adjournment

Alex suggested we allow the board to formally conclude the call and then interested parties could remain on the call if they chose to discuss any other items. He then thanked everyone for attending, congratulated the new officers, and bid a fond farewell in the last meeting that he would lead as President. The group thanked him with collective appreciation.

The meeting ended a few minutes earlier than planned. Bruce Heckman made a motion to adjourn the meeting at 9:20 pm. Marko Radosavljevic seconded the motion. The board meeting concluded.

Minutes submitted by Sandi White
11/16/17

