



Board Meeting of July 5, 2022, 8pm EST

Held on Zoom video conference

Minutes Prepared by Ed Massena, VOA Secretary

Attendees

Dave Adest, North Texas President
Matt Altomare, NY/CT President
Wes Angelotti, South Florida President
Bob Bierman, Western Reserve President
Matthew Braunstein, Carolinas President
Greg Cerny, South Central Texas President
Cheryl Dlouhy, Crossroads of America President
Matthew Durish, Mid-South President
Wes Frasard, VOA Vice President
Bruce Hadfield, Ontario President
Bill Hunter, New England President
James Jackson, Indiana/Kentucky President
Jim Johnson, Colorado/Montana/Utah/Wyoming President

Mike Kuchavik, VOA President
Troy Maki, Minnesota President
Ed Massena, VOA Secretary
Steven Mendoza, Central California President
Frank Palazzo, St. Louis President
Andy Scrafford, Capital Region President
Richard Sewell, Houston President
Michael Sutton, MCVO President
Chris Szeszko, Georgia President
Anil Vemulapalli, AZ President
Kurt Wadsworth, PA/WV President
Kim Weakley, Alabama/Tennessee President
Shannon Whitehead, New Mexico President

Call to Order

VOA President Mike Kuchavik welcomed attendees and began the meeting at 8:05pm EST.

Meeting Details

Topic: Goal for the Meeting

Kuchavik presented the agenda for the meeting:

- Work towards a plan for Membership Package for 2023
 - This needs to be finalized in the next 30 days
- Bylaws ideas / Handbook ideas

Topic: Membership Numbers Report

Kuchavik highlighted the DriveViper.com website listing of National Officers to point out some personnel who are underutilized, and Regional Renewal numbers. As of the time of this meeting, website reported members numbered 1264. Kuchavik has tasked Mike Sutton with organizing data that Kuchavik receives from the regions regarding membership numbers, activity levels, organizational documents.

Topic: Insurance Review

Kuchavik presented a quick definition of Liability Insurance to explain its relevance to the VOA. Liability insurance would protect the club if it were named in a lawsuit. As an example, if the Club held a static car show, meetup, party, etc. and someone (even a non-member) created damages to personal property or individuals (not their cars), the Club could be named in one or multiple lawsuits. That is what the liability insurance covers. D&O insurance is the other type the club carries, and it covers Directors and Officers in the event that their statements or actions as directors cause damages. In both types of insurance, the lawyers' fees would also be covered by the insurance.

Kuchavik presented an endorsement notification from the Club's current insurance provider (Philadelphia Indemnity Insurance) which suggests that the Club would not be covered unless events are 'reported' to the company. This notification is also confusing because it suggests that the Club would be able to report the event up to 15 days *after* the end of the month in which the event has taken place.

The policy changes also add a clarification that parades and cruises (cars in motion) require an additional \$250 endorsement per event, time trials \$350, and driving schools and drag events \$750.

Kuchavik will seek clarification from the Insurance Company on this confusing update.

Kuchavik suggests this raises the question that we need to consider for membership in 2023: Should the VOA provide a liability policy to all regions (as is currently done), or should regions purchase individual liability policies to save costs?

Considerations here: A significant amount of the dues per member goes to paying for insurance, and several regions already have independent policies.

Topic: Member Benefits Comparison Sample

Kuchavik presented highlights from the Rolls-Royce Club of America's website that detail member benefits in that club as a source of comparison for what member benefits the VOA provides.

Kuchavik has emailed same to BOD members for their review to brainstorm what we provide and how we stack up.

Topic: Membership Statistics Review

Mike Sutton narrated a review of membership information he has been analyzing based on Kuchavik's collected surveys.

31 US Regions, 5 International

24 Regions have responded to the survey so their data is included.

Average renewal across reporting regions is 72.3%

Sutton's spreadsheets are aggregating membership levels, evaluating club size categories, and accumulating club documents to be archived in a SharePoint or other cloud-based storage this year.

Topic: Hypothetical Membership Structure

National Vice President Wes Frasard presented a hypothetical membership structure based on the idea that members could join National and Regions separately, with fees that are exclusive to the level they join. Based on his preliminary estimates, minimum National dues could be \$69 without any Magazine subscription, and the regions could determine their own required contribution level.

Kuchavik reminded the meeting that this hypothetical is in response to interest expressed in a-la-carte membership options.

Kuchavik requested feedback on this hypothetical.

Comment – Andy Scrafford

I think that a significant amount of membership would be lost in the Capital Vipers region without requiring that people join both at the same time.

Kuchavik – So you're saying keeping them packaged together helps your region?

Scrafford – Right; if they're required to pay for both, they will do so, just to be 'a member' even if they don't get involved with local regional events, and the local region benefits from that.

Comment – Mike Sutton

I see it the other way – many people who want to attend local events without seeing as much benefit in National. Question for Frasard – If you start from \$69 and add in the Magazine, what would the extra money be to get to the \$195 that a Mamba member was paying last year.

Frasard – If we did \$195 with full printed Magazine and \$65 contribution back to the region that would just about break even based on estimated membership of 1,000 members.

Comment – James Jackson

Indiana / Kentucky might have only 5-10 members who would renew if the regional membership were a-la-carte. It could kill the IN/KY region.

Comment – Chris Szeszko

What if we did \$225 Mamba or \$175- \$180 for the next couple years? Does that give us plenty of wiggle-room so that we wouldn't need to come back and ask for more money each year? Simplicity is what I'm looking for.

Frasard – Because we don't know what inflation will continue doing to us this year, if we could get out of doing 50/50 split, we wouldn't need to increase dues and stabilize the price. I wouldn't recommend raising the price tag to members.

Kuchavik – Just to reiterate, that would include an increase in regional contribution to \$65, so it's 10 dollars more than last year, just not exactly 50/50 yet.

Frasard – Yes, and it gives us another year to figure out a few specifics like the cost of insurance. For example, we could put the cost of the insurance on the regions and accomplish the 50/50 split.

Comment – Bruce Hadfield

This pricing doesn't really make sense; there should never be an instance in our future when we should need to raise dues. It only appears that way in this because we're estimating for such a low membership. If we did a realistic budget based on higher membership numbers we could stop talking about raising the dues.

Kuchavik – Would the presidents be willing to not take a 50/50 split until we hit the budgeted number? So it has to be a sales-goal that everyone needs to commit to?

Comment – Shannon Whitehead

You need to have a baseline somewhere. We need to increase either the membership rates or the membership numbers. In New Mexico, we've had very few members and growth has been hard. If growing membership is that difficult and we need to raise rates, we need to be willing to do that.

Comment – Mike Sutton

We could work with a sliding scale for reimbursement to the regions, so that at a certain membership level the regions get X amount back and at a higher level they get Y. If membership is low, the regions could take some [financial] responsibility for that.

Question – Richard Sewell

Is there some timing aspect of our bills that we can take advantage of here? Time of year that might be easier to have more or less money available to National?

Frasard – not really, as we've tried to spread out the payments evenly for things like insurance. Another change we can see coming in the early-year price is the cost of the membership badges can be dropped in the coming year for returning members, so that cost, which used to be front-loaded, is also reduced.

Question – Bruce Hadfield

Have the Q1 2022 dues gone out yet?

Frasard – No, that's on me. I started reconciling those and got sidetracked with Club projects. I will reconcile those this coming week and send to Matt so that he can do his job to get payments out to you.

Topic: Bylaws

Kuchavik explained his current thinking on Bylaws, which are under review currently. In general, the Bylaws will be more general and most specific 'how' instructions will be contained in the Operation Manual, which will be a companion document that is easier to modify as needed.

Mike Sutton – to provide an example, the Bylaws make a reference to the fact that dues will be collected, but doesn't get into the prices, etc. The Operations manual contains the pricing and can easily be changed each year when those membership options change.

Topic: Closing

Kuchavik recapped the points – membership and insurance that need to be structured for questions in the August meeting.

Question – Bruce Hadfield

When will we discuss the membership package for 2023? How will we know if this is going to be a kick-ass compelling package or one that will fall flat? Won't that influence the membership levels and also our projections on membership numbers?

Kuchavik – We need to start from the same benefits that we have in place now, consider ways that we can enhance based on volunteers and what's realistic to execute, and for the moment we have essentially the same offering as 2022.

Without further questions, Kuchavik adjourned the meeting at 9:33pm

***note: no votes were taken during this meeting*

Respectfully submitted for approval,
Ed Massena, VOA National Secretary

Approved
Mike Kuchavik, VOA National President