

Santa Barbara Region Board of Directors Meeting

March 10, 2021

Virtual meeting via Zoom

The meeting was called to order by the President at 6:34 p.m.

Those present were:

Rod Hersberger, Steve Doll, Howard Rubenstein, Tom Sutphen, Bob Clarke, James Oldham, Glenn Crawford, Dave Stone, Dennis Power, Randy Kinsling, Sue Kinsling, Rem Laan, Dick Lange, Joe Niederst, Randall Fishwick and Doreen Pankow.

The minutes of the January 2021 SBR Board meeting were approved.

President, Rod Hersberger

Rod noted that as the country inches back to some degree of normalcy, so does our club. We held two successful Cars & Coffee in February after a two-month absence. Throughout this year the club has had to modify some of its traditional activities, especially eating together, but he doesn't anticipate cancelling events again. We will continue to enforce appropriate behavior to help keep members safe.

Others will report on membership and finance, but both are healthy. Sue is a great ambassador in welcoming members to our C&C's. Dennis is continuing the editorial excellence of Der Auspuff. He certainly enjoyed writing his President's column based on Panorama's January design issue. Steve Doll is very active as Vice President and has also assumed the driving event coordinator role as Doreen phases out of club management.

It's been a long time coming, but he is looking forward to announcing April as one of our two Alternative Vehicle months at C&C.

Rod noted that National Awards Submissions for the magazine and website have been completed.

He will add additional financial reports, agendas, minutes, By-Laws, etc. to the PCA Glovebox.

There were 2 nominations for Charity of the Year: Boys and Girls Club of the Conejo Valley and Many Mansion. After discussion it was agreed that Many Mansions would be the Club's charity for 2021. Rod agreed to work on our side for a presentation and Tom said he would work with Many Mansions.

Bob was getting ready to prepare invoices for the 2021 advertisers that will include a 10% discount for returning advertisers.,

Rod had previously sent out the Insurance and Risk Management information from PCA and discussion followed. We continue to work on online registration for events and waiver and hope to have something in place by mid-year. Additional discussion concerned current insurance coverages and Randy agreed to obtain bids on additional D&O insurance. Rod reiterated that board members review the various provisions of the Insurance and Risk Management policies and let him know of any issues, questions or concerns.

Vice-President, Steve Doll

Steve noted that the first batch of masks sold out and he has more on order.

Treasurer, Howard Rubenstein

The Treasurer submitted complete financial reports to the Board, for January and February 2021, including prior year and year to date comparison reports, prior to the meeting. He noted that the PCA reimbursement for 4th quarter was received.

Howard also noted in his written report that John Barrison was advised to speak with Randy Fishwick and sell all remaining items from the Goodie Store on the Club's website and/or to have a sale with large discounts at the Cars & Coffee meeting(s). In addition, he will not order any more items unless they are presold.

Secretary, Tom Sutphen

It was agreed that those helping lead club activities, not on the Board, be included in the distribution of minutes going forward.

COMMITTEE REPORTS:**Activities Chair, (Steve Doll/Doreen Pankow)**

A report on the King Gillette Ranch Tour was included in the current issue of Der Auspuff.

Steve noted he has contacted Malamut Automobile Museum to see if the participant count can be increased.

Doreen reported that she is planning to have a plated dinner for the New Member reception in July at the Monarch Club instead of the usual buffet. The Board needs to take care of getting the gifts that will be given out at the drawing just for the new members participating in the event. She is also coordinating the lunch for the Gimmick Rally which might be a box lunch, dependent on what COVID restrictions allow.

A member suggested consideration for a Reception for long term members, which could be included in the Holiday Brunch.

It was agreed via email prior to the meeting that those who had paid for the Gimmick Rally last year and were not refunded, would be credited that if participating this year.

Future events include:

- 3/20 Kern River (sold out) (Nick)
- 4/17 Malamut Automobile Museum (sold out) (Steve Doll)
- 5/15 Gimmick Rally
- 6/19 Poker Run rescheduled from 1/16 (Doreen)
- 7/17 New Member Reception (Doreen)
- 8/21 Ocean Palms to Mountain Pines rescheduled from 11/21 (sold out) (Nick)
- 9/11 Pre-Concours Detail Clinic
- 9/18 West Kern Oil Museum Tour
- Future events for consideration after reduction in COVID restrictions:
 - Kent Bodin 356 drive to repair shop.
 - Espo Resto Shop visit

- SLO wine tasting

Advertising (Bob Clarke)

As noted under the President's section, advertising rates for return advertisers was discussed and agreed to. Bob also noted a new advertiser, Milpas Motors.

Archives (James Oldham) no report

Motorsports (Glenn Crawford)

Glenn noted that San Diego is doing some good lead/follow events he has attended. Glenn has been trained and certified in Driver Education Lead/Follow Instruction. San Diego Region is the only local region that has numerous L/F instructors, so they have been able to do events and include novices at both Streets of Willow and Chuckwalla Raceway.

There are some openings for an upcoming autocross in Santa Maria.

He noted that some of our helmets have passed their certification period, but recommends we postpone purchasing replacements until we have an event we are running.

Concours (Tara Brundrett and Robert Watt)

Zone 8 series is proceeding, and Santa Barbara will be on the schedule.

The SBCC West Campus Lawn is reserved, the cost is estimated to be \$2,550.00 this fee along with Insurance Cert is due Five (5) days prior to the event on October 10, 2021.

He will be contacting caterers in the coming weeks and have an update on how and what type of lunch service will be available at the next board meeting.

Robert reported via email we currently have:

Facebook - Total Page Followers: 958

Instagram - Total Followers 222 and growing

Dealer Relations (David Stone)

RUSNAK WESTLAKE PORSCHE - General Manager Keith Goldberg reports that sales of new and used cars for the first quarter of 2021 were "unbelievable". They currently have no 911's in stock and allocations for that model have basically dried up.

Their dealership renovation plans received approval by the City of Thousand Oaks and construction will begin within 30-60 days. When completed, it will be considered a "Generation 4 Dealership", one level below the top Generation 5 only because Porsche AG has not worked out the design flaws of their newest Generation 5 prototypical building. Per PCNA, the new dealership will be rated to handle a new car volume of 900 units per year.

Mr. Goldberg has identified two candidates who would make perfect dealer liaisons to the club. They are salesmen Andy Sasso, who wants to join the club and Kareem Alayoubi. He did not indicate when either would be attending our C&C events at the Camarillo Premium Outlets, but he is aware that they have started back up.

SANTA BARBARA AUTO GROUP - Sales Manager Rene Verbrugge reported that sales have been high, and they are selling the same number of cars each month that they have in inventory. New car orders continue to be written. They recently sold the three slightly used

Turbo S cars they had on the showroom floor and currently have a very nice 2017 Black 911 GTS Cab and a Yellow Cayman GT-4 available. Their allocations of GT-3 cars are beginning to be filled, and they expect the first of the rear-wheel drive Taycans to arrive soon.

Former Concierge Jonathan Price was elevated to salesman, but he continues to serve in both capacities due to his expertise in electronic assistance. He may attend this Saturday's Cars & Coffee with a car from the dealership. He will take turns attending with salesman Franco Westman.

After speaking with both dealerships Dave noted that tech inspection remains free of charge with an appointment.

Dave reported on his discussion with Rusnak concerning our reduced production of only 3 of the 6 issues of Der Auspuff in 2020. After discussion it was moved and agreed that a credit would be given to Rusnak Westlake Porsche with equivalency for Santa Barbara Auto Group during 2021.

Distribution (Chet and Joan Yabitsu)

REPORT pending

Editor Official Publication (Dennis Power)

The March/April issue of Der Auspuff was out on time. Given the lack of club drives and social events owing to the pandemic, Dennis noted his gratitude to members stepping forward to include some insights into their activities, especially Nicolas Liakas, Bob Clarke, Rick Ditri, and Glenn Crawford. Gary Krueger contributed significantly to Bob's article. It takes a team.

Two issues of the magazine from early 2020 were submitted for the national PCA awards. These two were edited by Nicolas Liakas.

The May/June issue of Der Auspuff is in preparation and is full, with four feature articles, plus other news and announcements. Again, Dennis was grateful to members for stepping forward with reports during a time of reduced club drives and events.

Goodie Store manager (John Barrison) No report.

Insurance (Randy Kinsling)

Randy requested that registration be included in the notice of events, so he can have a count in time for the insurance certificates which are now needed 3-4 weeks in advance of the events.

Membership (Sue Kinsling)

During February, 7 new members joined our region, 1 transferred in, 2 transferred out, 12 members failed to renew their memberships on time.

At the end of February 2021, our membership stood at 761 Primary, 483 Affiliate and 1 Life member. Total Region Membership 1254

We had 8 Test Drive Participants and 20 PCA Juniors

Past President (Rem Laan) no report

Public Relations (Dick Lange)

Dick noted that as events pick up public relations will be more active.

Safety (Joe Niederst) no report

Webmaster (Randy Fishwick) Facebook (Robert Watt)

The website has been updated with current events and news.

The region's site was entered into the 2021 PCA Website Contest

A hit counter has been added to the bottom of the webpage.

Randy had not connected with John on putting the remaining club jacket sizes, etc. on the website.

He noted he had not yet put the information for members interested in PCA sim racing on the website.

Old business: still pending.

- Evaluate activity fee after pandemic and restrictions are lifted.

New Business: none

Next meeting May 12, 6:30 p.m.

There being no further business, the meeting was adjourned at 7:39 p.m.

Respectfully submitted by Tom Sutphen, Secretary