



Oregon Motorcycle Road Racing Association Board Meeting MINUTES

Date: January 15, 2020

Location: Clyde's Prime Rib, 7:00 – 9:00 p.m.

Board Members Present: Mark Wilson, Alex Taylor, Tullio Celano, Josh McKay, Patrick White, Justin Carr,

Board Members Absent: Taneka Burwell-Means

Members Present: Rodney Bender, Daric Cheshire, Keith DiBrino, Star Hermann

BUSINESS ITEMS:

1) Guest Business -

Star: Turn 3 workers were not recognized at the Banquet. Club should be more complete in its acknowledgement of volunteer efforts going forward.

Daric: Vintage Class winners not acknowledged at the Banquet. There may have been some miscommunication regarding the desire to not receive a hardware trophy vs. not being acknowledged.

2) Approve December BOD Minutes - Completed ahead of BOD Meeting.

3) Financial report - Keith

- a) Keith DiBrino will be assisting the Treasurer for the near future in bookkeeping and other financial matters for the near future.
- b) Vendors have been paid for December.
- c) Reconciliations are nearly complete. Some re-allocation on refunds and donations was done to get those amounts categorized properly.
- d) December saw some income from the Banquet.
- e) Awaiting insurance quotes for 2020.
- f) Expecting revenue from license renewals in January.
- g) Financial outlook is positive. 2019 ended up with a \$1000 gain overall, however keeping in mind that about \$25,000 was added to the Safety Fund. This means a \$24,000 loss in the operating accounts. The new 4-home round format will significantly reduce overhead costs

Oregon Motorcycle Road Racing Association

BALANCE SHEET

As of December 31, 2019

| | TOTAL |
|--|--------------------|
| ASSETS | |
| Current Assets | |
| Bank Accounts | |
| Account #8827 | 0.00 |
| Injured Rider's Fund | 19,079.66 |
| Safety Equipment Fund | 15,571.20 |
| Total Account #8827 | 34,650.86 |
| Cash box | 500.00 |
| Check in transit/Write-Off Clearing | 0.00 |
| Checking #5957 | 64.75 |
| General Checking #5981 | 2,500.86 |
| Money Mkt-Savings #6789 | 3,691.18 |
| PayPal-Airfence | 0.00 |
| PayPal-Regular | 348.06 |
| Total Bank Accounts | \$41,755.71 |
| Accounts Receivable | |
| Accounts Receivable | 1,000.00 |
| Total Accounts Receivable | \$1,000.00 |
| Other Current Assets | |
| Prepaid Future Expense | 10,800.00 |
| Undeposited Funds | 0.00 |
| Total Other Current Assets | \$10,800.00 |
| Total Current Assets | \$53,555.71 |
| Fixed Assets | |
| Equipment | |
| Accumulated Amortization of Other Assets | 109,450.00 |
| Air Fence | -109,450.00 |
| Total Equipment | 0.00 |
| Total Fixed Assets | \$0.00 |
| TOTAL ASSETS | \$53,555.71 |
| LIABILITIES AND EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| Accounts Payable | 0.00 |
| Total Accounts Payable | \$0.00 |
| Other Current Liabilities | |
| TI Credits | 0.00 |
| Total Other Current Liabilities | \$0.00 |
| Total Current Liabilities | \$0.00 |
| Total Liabilities | \$0.00 |
| Equity | |
| Accrual Basis Wednesday, January 15, 2020 03:35 PM GMT-08:00 | |
| | TOTAL |
| Opening Balance Equity (5) | 53,827.85 |
| Retained Earnings | -1,398.70 |
| Net Income | 1,126.56 |
| Total Equity | \$53,555.71 |
| TOTAL LIABILITIES AND EQUITY | \$53,555.71 |

Oregon Motorcycle Road Racing Association

PROFIT AND LOSS

December 2019

| | TOTAL |
|-------------------------------------|---------------------|
| Income | |
| Banquet Income | 1,320.00 |
| Purse income | 50.00 |
| Safety | |
| PDX Motorcycle Film Festival | 76.92 |
| Total Safety | 76.92 |
| Total Income | \$1,446.92 |
| GROSS PROFIT | \$1,446.92 |
| Expenses | |
| Operating Expenses | |
| Banking Fees | 1.66 |
| Communications | |
| Promotions/Marketing/PR | 29.00 |
| Total Communications | 29.00 |
| PDX Motorcycle Film Festival | 2,000.00 |
| Phone/Wireless | -263.04 |
| Postage & Delivery | |
| Electronic Comm-Survey Monkey | 29.96 |
| Total Postage & Delivery | 29.96 |
| Web Hosting Services | 113.03 |
| Total Operating Expenses | 1,910.61 |
| Race Day Expenses | |
| Electronic Registration-TI | 4,825.00 |
| Merchant Services | 44.00 |
| PayPal Fees | 43.98 |
| Total Merchant Services | 87.98 |
| Total Race Day Expenses | 4,912.98 |
| Total Expenses | \$6,823.59 |
| NET OPERATING INCOME | \$ -5,376.67 |
| Other Income | |
| Interest Income | 2.84 |
| Total Other Income | \$2.84 |
| NET OTHER INCOME | \$2.84 |
| NET INCOME | \$ -5,373.83 |

Oregon Motorcycle Road Racing Association

PROFIT AND LOSS January - December 2019

| | TOTAL | |
|----------------------------------|---------------------|---------------------|
| | JAN - DEC 2019 | JAN - DEC 2018 (PY) |
| Income | | |
| Advertising Income | 400.00 | 200.00 |
| Balance correction | -60.00 | 155.19 |
| Banquet Income | 1,680.00 | 4,000.00 |
| Donation TBD | 8,380.00 | |
| Fines | 100.00 | |
| Gate Fee Income | 19,815.00 | 23,484.00 |
| Injured Riders Fund | | |
| Donation Income | 9,082.00 | 7,303.00 |
| TOR Income | 380.00 | 120.00 |
| Total Injured Riders Fund | 9,462.00 | 7,423.00 |
| Licence Fee Income | 14,900.00 | 16,800.00 |
| Membership Income | 120.00 | 160.00 |
| Miscellaneous Income | | 500.00 |
| Novice School Income | 1,386.00 | 1,287.00 |
| Prepaid Licenses & Passes | 4,400.00 | |
| Promotional | | |
| Merchandise Sales | 3,140.00 | 2,201.00 |
| Total Promotional | 3,140.00 | 2,201.00 |
| Protest Fee Income | | 360.00 |
| Purse income | 2,750.00 | |
| Safety | | |
| Air Fence Donations | 515.00 | |
| Air Fence Rental | 1,200.00 | 1,200.00 |
| PDX Motorcycle Film Festival | 14,537.77 | 13,260.26 |
| Safety Fee | 12,795.00 | |
| Total Safety | 29,047.77 | 14,460.26 |
| Season pass income | 4,995.00 | 5,420.00 |
| Sponsorship | | |
| Title/Championship | 3,750.00 | 3,750.00 |
| Trophy/Class | 11,475.00 | 9,225.00 |
| Total Sponsorship | 15,225.00 | 12,975.00 |
| Track Operations | | |
| Entry Fee Income | 156,266.15 | 184,200.74 |
| Post Registration fees | 180.00 | 840.00 |
| Race Fee Refunds | -5,300.00 | -14,044.00 |
| Square Income | 0.00 | |
| Track Day | 86,913.00 | 98,054.00 |
| Total Track Operations | 238,059.15 | 269,050.74 |
| Transponder Rental Income | 75.00 | 900.00 |
| Total Income | \$353,874.92 | \$359,376.19 |
| GROSS PROFIT | \$353,874.92 | \$359,376.19 |

| | TOTAL | |
|-------------------------------------|------------------|---------------------|
| | JAN - DEC 2019 | JAN - DEC 2018 (PY) |
| Expenses | | |
| Operating Expenses | | |
| AMB purchase/repair | | 450.00 |
| Banking Fees | 363.82 | 169.61 |
| Banquet | 1,725.00 | 3,855.90 |
| Banquet Catering | | 7,291.54 |
| Banquet Trophies | 5,052.00 | 12,499.53 |
| Total Banquet | 6,777.00 | 23,646.97 |
| Communications | | |
| Merchandise | 1,451.50 | 1,306.00 |
| Promotions/Marketing/PR | 692.00 | 1,151.50 |
| Public Relations Event | 2,099.73 | 730.00 |
| Total Communications | 4,243.23 | 3,187.50 |
| Hardware/Software | 174.00 | 739.97 |
| Miscellaneous Expense | 0.00 | |
| Novice Program | | |
| New Racer Workshops | | 211.78 |
| Novice Marketing | 55.00 | |
| Novice School | 6,107.49 | 6,000.00 |
| Total Novice Program | 6,162.49 | 6,211.78 |
| Office Administrator | 22,000.00 | 27,539.54 |
| Employer P/R taxes | | 1,551.38 |
| Payroll Processing Fees | 217.75 | 886.60 |
| Worker's Comp | | -143.00 |
| Total Office Administrator | 22,217.75 | 29,834.52 |
| Office or Storage Rent | | 500.00 |
| Office Supplies | 1,076.75 | 2,185.87 |
| P.O. box rental | 67.00 | 120.00 |
| PDX Motorcycle Film Festival | 2,000.00 | 2,624.82 |
| Phone/Wireless | 1,778.85 | 2,119.74 |
| Postage & Delivery | 247.96 | 402.21 |
| Electronic Comm-Survey Monkey | 193.79 | 360.00 |
| Total Postage & Delivery | 441.75 | 762.21 |
| Safety Related | | |
| Air Fence Deployment | 7,500.00 | 7,500.00 |
| Air Fence Maintenance | 117.49 | 5,954.57 |
| Fire Extinguisher or servicing | 1,192.00 | 423.00 |
| KH Coaching Program | 5,000.00 | |
| Safety-Other | 158.55 | 13,395.56 |
| Total Safety Related | 13,968.04 | 27,273.13 |
| State of Oregon{86} | 50.00 | 50.00 |
| volunteer shirts | | 653.35 |
| Web Hosting Services | 417.86 | 527.92 |
| Total Operating Expenses | 59,738.54 | 101,057.39 |
| Race Day Expenses | | |
| ASIT | 75.92 | |
| Electronic Registration-TI | 5,184.00 | 5,271.15 |
| Equipment & Supplies | | |

| | JAN - DEC 2019 | JAN - DEC 2018 (PY) |
|---------------------------------------|---------------------|----------------------|
| Crash Retrieval | 809.92 | 1,476.07 |
| Equipment{77} | 1,641.28 | |
| Supplies; Grease Sweep, Paint | 83.56 | 660.38 |
| Total Equipment & Supplies | 2,534.76 | 2,136.45 |
| Insurance- | | |
| General Liability, D&O | 12,947.00 | 13,717.00 |
| Total Insurance- | 12,947.00 | 13,717.00 |
| IRF Funds Distribution | 4,600.00 | 1,600.00 |
| Merchant Services | 6,118.20 | 5,956.56 |
| PayPal Fees | 377.62 | 775.23 |
| QuickBooks Payments Fees | 182.30 | |
| Total Merchant Services | 6,678.12 | 6,731.79 |
| Printing-race day programs | 4,758.00 | 5,026.48 |
| Protest & Rulebook Expense | 462.34 | 822.34 |
| Purse-Lap Record or Daily | 2,750.00 | 1,750.00 |
| Tech Stickers | 908.30 | 663.75 |
| Track Day Expense | 82,009.99 | 87,916.71 |
| Track rental-total PIR invoice | 153,141.06 | 142,685.20 |
| Trophies | 120.00 | 8,000.00 |
| Turn Workers | | |
| Drinks/Snacks | 3,529.49 | 3,145.16 |
| Other-includes BBQ & Ice | 1,650.00 | 3,819.25 |
| Spectra/No-Brakes | | |
| Beverages-turn workers | 6,270.75 | 4,698.00 |
| Food-turn workers | 5,213.25 | 4,904.75 |
| Total Spectra/No-Brakes | 11,484.00 | 9,602.75 |
| Total Turn Workers | 16,663.49 | 16,567.16 |
| Wrist bands | 209.49 | 258.03 |
| Total Race Day Expenses | 293,042.47 | 293,146.06 |
| Total Expenses | \$352,781.01 | \$394,203.45 |
| NET OPERATING INCOME | \$1,093.91 | \$ -34,827.26 |
| Other Income | | |
| Interest Income | 32.65 | 46.62 |
| Total Other Income | \$32.65 | \$46.62 |
| NET OTHER INCOME | \$32.65 | \$46.62 |
| NET INCOME | \$1,126.56 | \$ -34,780.64 |

4) New Business

- a) **Approve 2020 Budget** - Board will wait until the February BOD meeting to approve the 2020 Budget for submittal, as that meeting will occur prior to the General Membership Meeting.

- b) OPRT Track days - group format - Alex
 - Proposals were evaluated for how to sort the Track Day rider groups. Board is leaning toward a consistent 4-Group format, as follows:
 - A-Group: Fast riders, under 1:15 lap times
 - B-Group: Intermediate, big bore and 600 riders, above 1:15 lap times
 - C-Group: Slow, Instruction,
 - D-Group: Middleweight/Fast Lightweight
 - During the two NRS rounds, the B and C-Groups would be combined into one group.

 - Mark is working on reviewing the OPRT contract for the 2020 season.
 - Some adjustments may be made to the requirements for corner workers.

- c) Race license renewals (dual licensure?)
 - It is not necessary for WMRRA reciprocal license holders to pay for a Season Gate Pass, as their license already includes gate access to all OMRRA rounds. WMRRA members may race as

visiting racers with their WMRRA license, but must purchase an OMRRA race license to be eligible for season points and awards.

- d) Banquet Recap, Lessons Learned - Patrick
 - Banquet should have a \$5500 budget. Schedule should be set so that it is closer to the end of the racing season. November 14th, 2020 is available.
- e) WMRRA alignment progress - Mark
 - Need to follow up on safety issues raised by Taneka. Compiling a list.
- f) 2020 Trophy planning - Justin
 - Justin will head up efforts on designing and procuring 2020 trophies, with Matt O'Rourke's assistance.
- g) General Membership Meeting planning and agenda - Mark/Alex
 - Ringlers booked for 2/25/2020 doors at 6:30, meeting at 7, done by 9.
- h) Volunteer Meeting planning - Justin
 - Scheduled for 3/7/20, 11am, Kennedy School, Community Room
 - "Volunteer Crisis" - Volunteer counts are very low, and consistently falling. It is imperative to change the membership's approach to the issue. In the olden days, racers brought volunteers out with them, and that's how the event was staffed. We've moved on to a more business-like model, where members assume that their dues and entry fees entitle them to a fully-staffed racing event. That is not the case, as all workers are volunteers.
- i) FOPIR preparation meeting - Mark
 - A pre-FOPIR meeting will be held on February 12th at 6:00 pm, location TBD.
- j) Daily Race Schedules - Mark
 - Tullio will head up preparation of race schedules, and will involve Alex, Chris Page, Matt O'Rourke, and Keith DiBrino in the process.
- k) TI/Registration strategy for 2021 - Patrick
 - OMRRA should look to switch over to MotosportReg (MSR) for the 2021 season, primarily to bring the club into alignment with WMRRA and AFM. To do this, we need budgetary estimates, plus the manpower and logistics to implement them side-by side possibly late this season. We know that has already been done, with WMRRA plugging in simultaneously during the combined round in 2019. The future support of TrackIntel has not been guaranteed.
- l) AMA sanctioning update - Mark
 - At this time, no formal solicitation by AMA has been presented to OMRRA. Therefore, there's nothing to report on this matter other than speculation.
- m) BOD communication tool - Patrick

5) Committee/Team Reports

- a) Sponsorship
 - Travis Johnson has joined the Sponsorship Committee.
- b) Communication
 - Patrick proposed that the BOD communications be switched to Microsoft Teams, on a trial basis.
- c) Referees
 - Jason Iverson is joining Daric this season as a Referee. Daric has indicated his willingness to continue to perform the duties, but also that he would appreciate not being 100% committed to needing to attend every round. Training of Jason, and possibility others, when identified, should make that possible.
- d) ASIT – Taneka

- e) Office - Indy
 - We need to ask Brooks if OMRRA is required to have a PO Box, i.e. identify Brooks or some other location as OMRRA's agent?
 - Is it possible to conduct business without a PO Box?
- f) Registration - Indy/Patrick
- g) OPRT, discussion for 2020 - Tullio/Mark
 - See Above.
- h) Novice Program - Matt/Chris
 - NRW is scheduled for 1/18/2020 @ ProCaliber
 - Final NRW scheduled for 2/22/2020, 3pm @ Cycletune
- i) Key Volunteer Positions for 2020 - Mark
- j) Airfence – Mark
 - OMRRA may be able to rent out some Airfence bales for the Hooligan races at the One Moto Show at the Portland Coliseum, which could create revenue for the Safety Fund. Details to follow.
- k) Bike Tech – Tullio

6) Open items

- a) None

Meeting Adjourned 2230