

LONE STAR REGION, PORSCHE CLUB OF AMERICA, INC.

MEETING OF THE BOARD OF DIRECTORS

August 4, 2021

A regular meeting of the Board of Directors of Lone Star Region, Porsche Club of America, Inc. (the “Club”) was held on August 4, 2021 in person at Einar’s Garage, 1102 Oliver Street, Houston and by Zoom. The meeting was called to order by the President, Hector Martinez, at 6:30 p.m.

The following were present, as noted:

<i>In Person</i>	<i>Via Zoom</i>	<i>By Proxy</i>
Hector Martinez	Alastair Donald	Louis Escorcia to H. Martinez
Rob Van Landingham	Tom Roy	Vik Day to H. Martinez
David Baxter	Stan Tripp	Nicole Goldman to Edwin Goldman
Andy Cao		Ray Pagan to Alastair Donald
David Diulus		
Edwin Goldman		
Sean Lloyd		

In addition, Steve Jacoby, Kathy Daugherty, Michael Mountbatten (Drive for Kids) and Howard Laster (Drive for Kids) were present.

A quorum was established.

The Minutes of June 2, 2021, as amended, upon motion by the President, seconded by Mr. Van Landingham, were unanimously approved.

Mr. Van Landingham provided the Treasurer’s Report. He stated that he had previously distributed the following financial documents, dated June 30, 2021 to the Board members for their review:

1. Balance Sheet
2. Profit and Loss Statement
3. 2021 Profit and Loss by Function Statement; and,
4. Profit and Loss Detail.

Copies of the foregoing are attached hereto and made a part hereof.

He stated that at July 30, 2021, the Club’s checking account had \$33,794.90, the Clubs savings account had \$378,077.11, and ClubReg had \$3,045.73 for a total of \$414,917.74. He noted that cash was down \$27,153.47 for the year to date. He stated that the July DE had lost \$2,409.49, the July Autocross had lost \$29.00, the June Concours had lost \$1,142.94, and the July 4 Tour had earned \$268.00. He stated that the primary cause of the losses year-to-date related to not collecting

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revenue from the magazine advertisers. He also noted that the Club had lost about \$10,000 from the two Astro baseball games. The President commented that it was obvious that all events needed to tighten up on expenses.

The President stated that Trace England had taken a new position at work and needed to step down. He introduced Steve Jacoby who spoke about his background and willingness to become Webmaster. Upon motion made by Mr. Van Landingham, seconded by Mr. Donald, Mr. Jacoby was unanimously elected to the position of Webmaster.

The President introduced Michael Mountbatten and Howard Laster for Drive for Kids. Mr. Laster stated that Drive for Kids was working with MSR Houston to present a cars and coffee type event at MSR on September 25, 2021 as a fund raiser. He noted that the event would have parade laps and a VIP exhibition. He also presented a video which described their charitable activities and asked for the Club's support.

Mr. Diulus stated that a Car Control Clinic is scheduled for November 20 at the Houston Police Academy. He further stated that 16 and 17 year-olds would be permitted to register.

Mr. Goldman reported on Touring. He stated that the July 4 tour to Round Top had included 13 cars and 26 people. He noted that there had been a huge downpour which had resulted in several hours delay but that the participants enjoyed the event. He stated that the next tour is to San Antonio on September 18 and 19.

Mr. Goldman reported that a member who had participated in the Big Bend tour last year had been sued over an alleged incident with two motorcyclists. He stated that he, after consultation with several officers of the Club, had suggested that the member advise his insurance carrier and that the Club would provide notice to the Club's insurance carrier. Mr. Goldman further reported that he had provided pertinent information to the Club's carrier. Mr. Goldman further stated that the event reinforced the importance of the Observer Report and, more particularly, the need for it to be accurate and timely. The President encouraged all Chairs to be vigilant with their documentation. The Board discussed the event and actions taken. Mr. Goldman stated that the Club did not have any policy with respect to Go – Pro, Dash Cam or other cameras. He also suggested that the Sweeper in any Tour should be asked to complete the Observer Report for PCA.

Mr. Goldman stated that he would be stepping down from his position in the near future and that Mrs. Goldman would also probably be doing so. He noted that he was working with Ed Fenner to assume the responsibilities of Tour Chair. The President suggested that Mr. Fenner should start attending Board meetings.

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Mr. Cao stated that he had set up a dedicated Facebook page for DE. He noted that registration for events was up in the Green and Blue classes but down a bit in the White and Yellow classes. He noted that the next DE event would be Schnellfest (Sponsored by Hill Country) on September 17 – 19, 2021.

Mr. Lloyd reminded all members that we need to continue to be vigilant regarding Covid protocols given the growth in the Delta variant. He also suggested that we need to scrub the attachments for the next DE event. Mr. Cao said that he would do so.

Mr. Baxter remarked that Porsche Parade had been held in French Lake, Indiana on July 11 – 17 and it had been attended by seven or eight members and their spouses. He stated that there had been a great number of activities including Concours, Autocross, Tours, and banquets. He stated that region members had competed in various events and the following had placed in the events noted below:

Concours – Robert Schneider place second in the 1990 – 1998 911 class.

Tech Quiz – Robert Schneider place second in the 964 and 993 911 class.

5K – Teresa Bradford placed second in the Female 50 – 59 class.

Golf – Nicole and Edwin Goldman placed third.

He also stated that PCNA had provided a great deal of support and had brought a number of interesting cars to display.

Mr. Jacoby stated that he had begun his activities and was looking at ways that the Board could communicate better. He noted that we need to fix the communication issues and that the issues were both operational and systemic. He stated that he hoped that the Board could go paperless. He also suggested that we find places for future Board meeting that are tech savvy and have appropriate AV capabilities. Mr. Tripp suggested that we discuss the possibility with the local Porsche dealers. The President stated that he had discussed it with two of the dealers and received positive response and would discuss the possibility with the third. Mr. Tripp stated that he had discussed the possibility with Formula Garage and they were also open to further discussions.

Mr. Roy stated that the next Concours is scheduled for Porsche West on September 11. He suggested that the GTG for that day be moved to that location noting that there was adequate space for parking and that the dealership was being very cooperative. He stated that the last Concours of the year is scheduled for November at Kings Bierhaus. He noted that Concours YTD expenses include the awards for the last three events of the year.

Mr. Tripp reported that the Club now has 1764 members and that he had followed up with the non-renewals. He stated that the last GTG had been at Einer's Garage and was quite successful. He

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stated that he was reaching out to sponsors to host the 5th Saturday events. He advised the Board that the first Saturday GTG was moving to Formula Garage. He also stated that he wants to do a survey of members to determine their satisfaction with the Club's activities. He also stated that he was soliciting members for assistance with the planning of future events.

Ms. Daugherty stated that the end of the year party would be at the Natural History Museum on December 11. She noted that she had had discussions with several caterers and was proceeding to plan the event. The Board discussed potential valet service at the event with concern as to whether members would allow valets to drive their cars and whether members would be able to walk safely to the various parking lots in the area.

Mr. Donald asked how much money had been raised from parade or pace laps at various events and asked whether we could give it to Drive for Kids. Mr. Van Landingham stated that he was aware of one check for approximately \$900 from an event at COTA and would check and provide specific information.

Mr. Donald expressed the Club's appreciation for the services of Mr. England. He also noted that we needed to wrap up the issues with the collection of advertising revenue from the magazine.

Mr. Baxter requested that all Chairs make sure that their activities were on the Club's calendar on the website so that all members had easy access. Mr. Jacoby noted that he was working on that and had already added some events.

The President stated that Porsche North wants to bring some cars to the October 9 – 10 DE and permit participants to ride and drive.

Mr. Tripp stated that Jack Griffin will be available to speak at the Night at the Museum in December.

There was no other new business to discuss.

Upon motion duly made by Mr. Goldman, seconded by Mr. Van Landingham and approved, the meeting was adjourned at 7:55 p.m.

Hector Martinez, President

Respectfully submitted,

David Baxter, Secretary

Lone Star Region Porsche Club of America, Inc.

Balance Sheet

As of June 30, 2021

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1001 Checking - 3858	39,160.48
1002 Charity ck - 8460	0.00
1100 Savings MMA - 8022	0.00
1200 Investment Accounts	0.00
1300 Capital One Money Market	378,077.11
6001 Administration Expense	227.33
Total Bank Accounts	\$417,464.92
Other Current Assets	\$0.00
Total Current Assets	\$417,464.92
TOTAL ASSETS	\$417,464.92
LIABILITIES AND EQUITY	
Liabilities	
<u>Total Liabilities</u>	
Equity	
3000 Opening Balance Equity	196,870.11
3200 Unrestricted Net Assets	242,786.95
Net Income	-22,192.14
Total Equity	\$417,464.92
TOTAL LIABILITIES AND EQUITY	\$417,464.92

Lone Star Region Porsche Club of America, Inc.

Profit and Loss

January - June, 2021

	TOTAL
Income	
4000 Driving Events	64,236.52
4001 Driver Education	258.29
4003 CCS/PDS	7,409.45
4004 Autocross	500.00
Total 4000 Driving Events	71,904.26
4100 Concours Events	5,104.31
4101 Concourse	981.00
Total 4100 Concours Events	5,604.31
4300 Social Events	1,367.40
4400 Rally/Touring Events	8,507.89
4550 Lone Star Mag. Advertiser Rev.	5,394.70
4600 National Dues Rebate	22,350.50
4800 LSRPCA Charity	52.39
4900 Merchandise Sales	\$116,162.45
Total Income	\$116,162.45
Cost of Goods Sold	
50000 Merchandise-Store costs	595.38
Total Cost of Goods Sold	\$595.38
GROSS PROFIT	\$115,567.07
Expenses	
5000 Driving Event Expenses	79,023.44
5001 Driver Education	1,255.05
5002 Club Race	7,110.40
5004 Autocross	9,650.45
Total 5000 Driving Event Expenses	87,388.89
5101 Concours	1,935.00
5300 Social Event	771.28
5350 Membership Events	5,970.91
6002 Office/General Administrative Expenses	3,693.54
6010 Magazine/Newsletter	26,752.08
6040 Bank Service Charges	65.70
6170 Computer and Internet Expenses	551.29
Uncategorized Expense	380.07
Total Expenses	\$137,159.21
NET OPERATING INCOME	\$ -21,592.14
Other Expenses	
Taxes	600.00
Total Other Expenses	\$600.00
NET OTHER INCOME	\$ -600.00
NET INCOME	\$ -22,192.14

2021 Midyear Profit and Loss by Function

		Amount
HPDE	Income Total for 4001 Driver Education	\$ 64,236.52
	Expense Total for 5001 Driver Education	(\$79,023.44)
	Income minus expenses 2021 midyear	\$ (14,786.92)
Club Racing	Expense total for Club Racing	(\$1,255.05)
Car Control	Income total for Car Control School	\$ 258.29
Autocross	Income Total for 4004 Autocross	\$ 7,409.45
	Expense Total for 5004 Autocross	(\$7,110.40)
	Income minus expenses 2021 midyear	\$ 299.05
Concours	Income Total for 4100 Concours Events	\$ 5,604.31
	Expense Total for 5101 Concours	(\$10,030.52)
	Income minus expenses 2021 midyear	\$ (4,426.21)
Social Events	Income Total for 4300 Social Events	\$ 1,367.40
	Expense Total for 5300 Social Event	(\$1,935.00)
	Income minus expenses 2021 midyear	\$ (567.60)
Membership	Expense Total for 5350 Membership Events	(\$771.28)
Tours	Income Total for 4400 Rally/Touring Events	\$ 8,507.89
	Expense Total for 5400 Rally/Touring	(\$5,970.91)
	Income minus expenses 2021 midyear	\$ 2,536.98
Gen Admin	Total for 6002 Office/General Administrative Expenses	(\$2,693.54)
Magazine	Income Total for 4550 Lone Star Mag. Advertiser Rev.	\$ 5,394.70
	Expense Total for 6010 Magazine/Newsletter	(\$29,175.78)
	Income minus expenses 2021 midyear	\$ (23,781.08)
National Rebate	Income Total for 4600 National Dues Rebate	\$ 22,350.50
Charity	Income Total for 4800 LSRPCA Charity	\$ 981.00
Store	Income Total for 4900 Merchandise Sales	\$ 52.39
	Expense Total for 50000 Merchandise-Store costs	(\$595.38)
	Income minus expenses 2021 midyear	\$ (542.99)
Bank Fees	Expense Total for 6040 Bank Service Charges	(\$65.70)
Comp and Internet	Expense Total for 6170 Computer and Internet	(\$551.29)

Annual Taxes	Expense Total for Taxes	(\$1,600.00)
Income	\$ 116,162.45	
Expenses		(\$140,778.29)
Net Income (Loss)	\$ (24,615.84)	

Lone Star Region Porsche Club of America, Inc.
Profit and Loss Detail

05/06/2021	Check	6785	MSR Houston	Track Rental for May 1 & 2 DE at MSR	1001 Checking - 3858	19,715.00	78,023.44
05/08/2021	Check	6796	Greg Dallen	May 1 & 2 DE at MSR Comer Worker	1001 Checking - 3858	250.00	78,273.44
05/07/2021	Check	6807	Howard Moss	May 1 & 2 DE at MSR Comer Worker	1001 Checking - 3858	250.00	78,523.44
05/10/2021	Check	6797	Korai Campbell	May 2021 MSR DE Comer Worker	1001 Checking - 3858	250.00	78,773.44
05/11/2021	Check	6806	Charlie Vehle	May 2021 MSR DE Comer Worker	1001 Checking - 3858	250.00	78,023.44
Total for 5001 Driver Education						\$ 79,023.44	
5002 Club Race							
02/08/2021	Expense		Lonestar Scales	Repair end calibration of club scales	1001 Checking - 3858	875.00	875.00
06/09/2021	Check	6611	Steven Buloski	Reimbursement for scales module	1001 Checking - 3858	380.06	1,255.05
Total for 5002 Club Race						\$ 1,255.05	
5004 Autocross							
02/10/2021	Check	6579	Racing Adventures	Autocross track rental	1001 Checking - 3858	1,250.00	1,250.00
03/12/2021	Check	6581		Track rental for March 13 Autocross #3	1001 Checking - 3858	2,500.00	3,750.00
03/15/2021	Check	6582		Autocross track #3 March 13 2021	1001 Checking - 3858	500.00	4,250.00
04/19/2021	Check	6583	Ro-Vin Garrett	Track rental for March 13 2021 Autocross #3	1001 Checking - 3858	58.76	4,309.76
06/08/2021	Check	6584	Speedsportz Racing Park	CHECK (SUBSTITUTE)	1001 Checking - 3858	2,500.00	6,809.75
06/08/2021	Check	6585	Chris Dagnolo	Autocross track rental June 2021	1001 Checking - 3858	100.65	6,910.40
06/10/2021	Check	6614	Jim Heddick	Fire Extinguishers for Autocross	1001 Checking - 3858	200.00	7,110.40
Total for 5004 Autocross						\$ 7,110.40	
Total for 5000 Driving Event Expenses						\$ 87,386.89	
5101 Concours							
03/05/2021	Expense		Crown Awards	Trophies for March 6 2021 Concours event	1001 Checking - 3858	2,035.96	2,035.96
03/16/2021	Check	6567		Reimbursement Hector Martinez for Concours Artwork March 6 2021	1001 Checking - 3858	416.06	2,452.02
04/16/2021	Check	6607	Material Wonders	Vests and tones	1001 Checking - 3858	378.88	2,830.90
06/01/2021	Check	6612	Material Wonders	Shirts for March Concours	1001 Checking - 3858	4,091.85	6,922.75
06/15/2021	Expense		Monarch Trophy	Trophies for June 2021 Concours	1001 Checking - 3858	360.07	7,302.82
06/15/2021	Check	6616	Material Wonders	Shirts for June 2021 Concours	1001 Checking - 3858	2,685.99	9,988.81
06/28/2021	Check	6618	Tom Roy	Reimbursement mailing expenses	1001 Checking - 3858	41.71	10,030.52
Total for 5101 Concours						\$ 10,030.52	
5300 Social Event							
04/08/2021	Expense			Houston Astros tickets	1001 Checking - 3858	1,935.00	1,935.00
04/16/2021	Check	6607	Material Wonders	250 stickers and 250 wine glass covers	1001 Checking - 3858	771.28	771.28
Total for 5300 Social Event						\$ 1,935.00	
5350 Membership Events							
03/24/2021	Check	6601	Elizabeth Maguire	Lunch for Bluebonnet #1 tour at Red Vault Bistro	1001 Checking - 3858	1,920.00	1,920.00
04/12/2021	Check	6603	Bellville Meat Market	Dinner for Bluebonnet tour #2	1001 Checking - 3858	560.49	2,480.49
04/14/2021	Check	6605	Pearla Ranch	Peek a Ranch tour for Bluebonnet tour #2	1001 Checking - 3858	208.25	2,688.74
05/14/2021	Expense		Alexander's Kitchen	May 2021 Tour to Salado - deposit for tour dinner	1001 Checking - 3858	200.00	2,888.74
05/24/2021	Expense		Alexander's Kitchen	May 2021 Salado tour (less \$200 deposit)	1001 Checking - 3858	3,082.17	5,970.91
Total for 5400 Rally/Touring						\$ 5,970.91	
6002 Office/General Administrative Expenses							
01/12/2021	Check	6561	Nicole Goldman	Board member shirts	1001 Checking - 3858	265.59	265.59
02/09/2021	Check	6581	Global Print Group	Club director name badges for new officers	1001 Checking - 3858	140.22	405.81
03/08/2021	Check	6585		38 shirts purchased by Hector Martinez for board members and Instructors	1001 Checking - 3858	1,532.23	1,938.04
04/19/2021	Check	6604	Global Print Group	Name badge for board member	1001 Checking - 3858	28.93	1,966.97
06/02/2021	Check	6613	Texas Registered Agent	Annual Texas Registered Agent expense	1001 Checking - 3858	39.00	2,005.97
06/04/2021	Expense		Intuit	Quickbooks Licensing Fee	1001 Checking - 3858	687.57	2,693.54
Total for 6002 Office/General Administrative Expenses						\$ 2,693.54	
6010 Magazine/Newsletter							
02/22/2021	Check	6588	Vik Day	Reimbursement of postage expenses for LSR Magazine distribution	1001 Checking - 3858	2,252.08	2,252.08
02/22/2021	Check	6589	Vik Day	Reimbursement publishing expenses to Vik Day	1001 Checking - 3858	12,250.00	14,502.08
05/24/2021	Check	6610	Vik Day	May 2021 LSRPOA Magazine Expense	1001 Checking - 3858	12,250.00	26,152.08
7/2/2021	Check	6617	Vik Day	Reimbursement of postage expenses for LSR Magazine distribution	1001 Checking - 3858	2,423.70	2,252.08
Total for 6010 Magazine/Newsletter						\$ 29,175.78	
6040 Bank Service Charges							
01/19/2021	Expense		Comerica	COMERICA ONLINE BILLING FEE CKF50 COMERICA ONLINE BILLING FEE CKF908332177POS	1001 Checking - 3858	10.95	10.95

02/18/2021	Expense	Comerica	COMERICA ONLINE BILLINGFEE CKF90 COMERICA ONLINE BILLINGFEE CKF90832177POS	1001 Checking - 3858	10.95	21.90
03/17/2021	Expense	Comerica	COMERICA ONLINE BILLINGFEE CKF90 COMERICA ONLINE BILLINGFEE CKFXXXXX2177POS	1001 Checking - 3858	10.95	32.85
04/19/2021	Expense	Comerica	COMERICA ONLINE BILLINGFEE CKF90 COMERICA ONLINE BILLINGFEE CKF90832177POS	1001 Checking - 3858	10.95	43.80
05/19/2021	Expense	Comerica	COMERICA ONLINE BILLINGFEE CKF90 COMERICA ONLINE BILLINGFEE CKF90832177POS	1001 Checking - 3858	10.95	54.75
06/17/2021	Expense	Comerica	COMERICA ONLINE BILLINGFEE CKF90 COMERICA ONLINE BILLINGFEE CKF90832177POS	1001 Checking - 3858	10.95	65.70
Total for 6040 Bank Service Charges				\$ 65.70		
01/04/2021	Expense	Performive	PERFORMIVE 239-910320 FL 1910	1001 Checking - 3858	3.25	3.25
01/27/2021	Expense	WEB Networks	WEB NETWORKSOLU 888-6429675 FL 1 WEB*NETWORKSOLU 888-6429675 FL 1910	1001 Checking - 3858	1.99	5.24
02/04/2021	Expense	Performive	Monthly SPAM filtering	1001 Checking - 3858	3.25	8.49
02/24/2021	Expense	WEB Networks	WEB NETWORKSOLU 888-6429675 FL 1 WEB*NETWORKSOLU 888-6429675 FL 1910	1001 Checking - 3858	1.99	10.48
03/04/2021	Expense	PERFORMIVE	PERFORMIVE 239-910320 FL 1910	1001 Checking - 3858	3.25	13.73
03/08/2021	Expense	WEB Networks	Fee for implementing new LSRPCA email service	1001 Checking - 3858	122.59	136.32
03/24/2021	Expense	Performive	Spam filtering	1001 Checking - 3858	1.99	138.31
04/05/2021	Expense	Microsoft	PERFORMIVE 239-910320 FL 1910	1001 Checking - 3858	3.25	141.56
04/08/2021	Expense	Microsoft	Monthly email service for board	1001 Checking - 3858	122.59	264.15
04/21/2021	Expense	WEB Networks	WEB*NETWORKSOLU 888-6429675 FL 1 WEB*NETWORKSOLU 888-6429675 FL 1910	1001 Checking - 3858	1.99	266.14
05/04/2021	Expense	Performive	PERFORMIVE 239-910320 FL 1910	1001 Checking - 3858	3.25	269.39
05/05/2021	Expense	WEB Networks	WEB*NETWORKSOLU 888-6429675 FL 1 WEB*NETWORKSOLU 888-6429675 FL 1910	1001 Checking - 3858	15.99	285.38
05/10/2021	Expense	Microsoft	MSFT * ED2020EBK 8006427676 WA 1 MSFT * ED2020EBK 8006427676 WA 1910	1001 Checking - 3858	130.76	416.14
05/19/2021	Expense	WEB Networks	WEB*NETWORKSOLU 888-6429675 FL 1 WEB*NETWORKSOLU 888-6429675 FL 1910	1001 Checking - 3858	1.99	418.13
06/04/2021	Expense	Microsoft	PERFORMIVE 239-910320 GA 1910	1001 Checking - 3858	3.25	421.38
06/09/2021	Expense	Microsoft	MSFT * ED2020ENF MSBLL INFO WA 1 MSFT * ED2020ENF MSBLL INFO WA 1910	1001 Checking - 3858	127.92	549.30
06/16/2021	Expense	WEB Networks	WEB*NETWORKSOLU 888-6429675 FL 1 WEB*NETWORKSOLU 888-6429675 FL 1910	1001 Checking - 3858	1.99	551.29
Total for 6170 Computer and Internet Expenses				\$ 551.29		
Total for Expenses				\$ 198,582.91		
Net Ordinary Income				\$ 20,592.14		
Other Income/Expense						
Other Expense						
Taxes						
04/29/2021	Check	6606	Phoenix Financial	2019 Tax filing	1,000.00	1,000.00
06/10/2021	Check	88615	Edgar & Edgar CPA	2020 Tax preparation fee	600.00	1,600.00
Total for Taxes				\$ 1,600.00		
Total for Other Expense				\$ 1,600.00		
Net Other Income				\$ 1,600.00		
Net Income				\$ 1,600.00		
				\$ 24,615.84		

Monday, Jul 19, 2021 01:33:25 PM GMT-7 - Cash Basis