



## SWMS Meeting Minutes

January 17, 2023

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### General

Note: This board meeting was held via the internet-based Zoom video conferencing application.

The meeting was called to order at 6:03PM by President J. Stoughton.

**Attendance:** J. Stoughton, J. Colbert, L. Haynes, T. Wolicki, V. Yarberrry, A. Sanford, M. Luders, E. Cahan, M. Travers, R. Kells, J. Slenes, S. Marino, L. Pittsley

### Announcements from the President and Board Members:

- Motions to approve the 10/2022 and 1/2023 “Special Session” meeting minutes were moved and seconded.

### Treasurer’s Report

- A comprehensive treasurer’s report is generated by J. Colbert in Excel format, in the form of a monthly, running summary. These documents are sent out separately to the Board. A snapshot is provided below:

Beginning balance for January 2023	\$10,287.01
Deposits	N/A
Withdrawals	N/A
Estimated Ending balance Reported for January 2023	\$10,287.01

- Motion to approve the prior treasurers’ report was moved and seconded.
- Treasurer’s Notes:
  - The financial books have been successfully closed for 2022.
    - Over the course of 2022, SWMS had a total revenue of \$50,253.45.
    - For 2022, SWMS had expenditures totaling \$56,620.72.
    - In total, 2022 operations resulted in a net loss of approximately \$6,000:
      - Approximately \$1,500 due to the 2021 season banquet.
      - Approximately \$3,000 due to the ASR race weekend.
      - Approximately \$1,200 due to the summer rain-out Sunday race.
  - R. Kells asked what the average year-to-year carry over goal is. J. Colbert responded that the SWMS goal is to carry a minimum of \$10,000 into the next year. J. Stoughton encouraged that based on external factors (inflation, ect), the goal likely needs to be a minimum of \$15,000 to remain healthy for future years.

## Events and Races

- **2023 SWMS Season Schedule**
  - J. Stoughton extended thanks to J. Colbert for working the 2023 schedule so as to provide the best possible scheduling for SWMS members.
  - Winter Series:
    - As discussed and agreed to at the “Special Session” January Board meeting, SWMS has moved forward to operate two winter series events.
    - SWMS procedures, policies, and insurance will be used, however, Winter series events will not be counted as a part of the regular SWMS season and, therefore, SWMS points will not be awarded.
    - Legends have been specially contacted and the Legends group is anticipated to attend to the maximum extent possible.
    - The second Winter series race, in March, will be combined with the standard 2023 SWMS Technical Inspection and Training day.
    - For non-SWMS licensed entrants, decisions will be worked on a case-by-case basis but all are encouraged to participate. At present, non-licensed entrants are likely to be integrated into HPDE sessions for observations with the goal to have non-licensed entrants formally participate and graduate to licensed entrants at the SWMS April race school.
  - Regular Season:
    - April, May, June, September, and October will see full 2-day SWMS weekends.
    - July and August are scheduled to be single day SWMS weekends, to better integrate with peak holiday season.
    - SWMS regular season dates have been deconflicted with Legends, RMVR, NASA Colorado, and NASA Arizona events for 2023.
    - SWMS will work to forward the finalized 2023 season dates and/or announcement poster to the New Mexico Motorsports Report for publishing in the magazine.
    - Driver education schools are planned to default to Saturdays. The SWMS goal is to support and hold the school to the maximum extent possible and based on member interests and sign-ups.
    - Race licensing schools are planned to default to Sundays, tentatively for the April and June weekends.
    - Race chair volunteers are needed for each of the 2023 race weekends; more to follow at the next Board meeting.

## Old Business

- None

## New Business

- Track Status and Updates (J. Stoughton, J. Colbert)
  - The purchase of Sandia Speedway is believed to be progressing well and expected to close soon.
  - The 2023 SWMS schedule has been tentatively finalized and agreed to with the new track owners and management. Agreement to be formally finalized with closing of track purchase.

- J. Slenes mentioned that now, more than ever, active SWMS member participation in social media would help with promoting and growing road racing in New Mexico. Board members were encouraged to lead by example via reposting of any SWMS social media updates and/or news.
- 2023 Fees and Cost Structure (SWMS Board)
  - In advance of the Board meeting, J. Colbert prepared a detailed cost summary and break-even analysis document. On average, for a 2-day race weekend at Sandia Speedway:
    - SWMS income is \$6,450.
    - SWMS expenses amount to \$8,080.
    - A net loss of \$1,630 is realized per weekend.
  - Reviewing entries for 2021 and 2022:
    - 2021: Average of 20.6 cars, average of 5.3 karts per weekend.
    - 2022: Average of 20.0 cars, average of 4.9 karts per weekend.
  - Analysis Conclusions:
    - Finding #1: 25 cars per weekend are needed to break even.
    - Finding #2: If only 20 cars per weekend, then entry fees need to be increased to break even.
    - The SWMS pricing structure has not increased for 8 years, meanwhile insurance and inflation have increased expenses year-to-year.
  - SWMS Board Vote:
    - Increase 2023 SWMS regular season entry fees to the following:
      - Cars: \$325/2-day entry (18% increase), \$175/1-day entry
      - Karts: \$225/2-day entry (18% increase), \$125/1-day entry
    - Vote:
      - For: All members and participants present at Board meeting
      - Against: None
      - Move motioned, seconded, and approved to increase pricing for 2023 season.
  - Discussions, Comments, and Questions
    - J. Stoughton reinforced that SWMS, being a non-profit operation, needs to proactively make changes so as to not routinely accept losses. Furthermore, while sponsorship helps, sponsors are never a given and, therefore, SWMS needs to be financial stable independent of any sponsor benefits.
    - R. Kells wondered if prices are increased, if car count may slightly decrease.
      - For comparison, the SWMS Board noted that NASA fees are typically \$400 to \$500 per weekend at major events.
      - For comparison, the SWMS Board noted that SCCA events for CO and AZ are approximately \$400 while CA and TX events are in excess of \$700.
      - For comparison, the SWMS Board noted that RMVR events are \$390 per weekend, at present.
    - M. Travers voiced that price increases make sense, but younger members may have a more difficult time with increased entry payments. He encouraged SWMS to consider a rookie discount or similar.
    - V. Yarberry inquired about ambulance service pricing and if perhaps an external ambulance service contact could be helpful to reduce costs.

- The SWMS Board typically spends \$500 to \$700 per day for external ambulance service at Arroyo Seco events, which could be even more at Sandia Speedway events.
    - However, the SWMS Board is working with the new Sandia Speedway management to better understand how 2023 ambulance service will work.
  - E. Cahan, on behalf of the Karting group, voiced that a price increase for kart entries with SWMS is in-line with similar price increases for other regional events. The proposed 2023 SWMS price increases certainly remain attractive for the kart group, especially considering the hospitality at Sandia Speedway for overnight and out-of-town entrants.
  - R. Kells encouraged J. Stoughton to send out an all-member email with the news, including the rationale and comparisons to all of the other regional price increases in a form of something like a “Letter from the President.”
  - The SWMS Board assigned A. Sanford to coordinate and update the entry forms with the new pricing.
- Procedure for Revision Race Results (V. Yarberry)
  - V. Yarberry provided background that he received a request from a race entrant to update race results months after the race weekend, due to an incorrect transponder being associated with the actual driver in the car at the time of the race.
  - V. Yarberry noted that SWMS does not have a formal policy or procedure for such an occurrence and encouraged the SWMS Board to consider how to formalize such a process.
    - J. Stoughton responded that SWMS typically applies the honors system on such occasions. However, to further boost validity, perhaps SWMS should have a procedure where two SWMS personnel collaborate on any results revisions.
    - L. Haynes noted that timing and scoring personnel purely do timing and scoring data collection. Interpretation and/or changes to timing and scoring data need to be coordinated with the chief steward.
    - M. Travers noted that transponder assignment issues are the responsibility of race drivers, who should be checking for correct transponder functionality during practice sessions in advance of actual races.
    - The SWMS Board agreed that a procedure or policy is needed:
      - J. Stoughton to write draft and share with V. Yarberry for comments.
      - Assign the driver to be responsible for his or her transponder functionality.
      - Chief steward to adjudicate any issues and certify any new results.
      - If no transponder functionality is observed by timing and scoring, then the entry will be notified via the use of a black flag and feedback by pit and grid.

The meeting was adjourned at 7:31PM

The next Board meeting will be held on 2-21-2023. See separate upcoming email for Zoom instructions.