



VINTAGE KARTING ASSOCIATION, INC.
Board of Directors 10 February 2019 Meeting Minutes
Rev02 August 12 2019

Call To Order: President Gary Wlodarsky called the meeting to order at 8:03 PM EST

Roll Call: Secretary Bill Bloodworth called the roll with the following results:

Board Members In Attendance:

Gary Wlodarsky	President & Judging
Louie Figone	Vice President
Bill Bloodworth	Secretary & Membership
Dean Kossaras	Rules
John Copeland	Enduro
Sonny Gerber	
Skip Owen	Executive Director

Board Members Absent:

Joe Swantek	Treasurer
Lynn Haddock	Safety & Tech
Jeff Campbell	Website

Guests present:

Bob Barthelemy	South Region Coordinator - joined meeting during VP report
Jim Donovan	Former Accountant
Rolf Hill	Former VKA FirsTurn Newsletter/Magazine
Bill McCornack	Midwest Region Coordinator & PR
Sal Palatucci	Northeast Region Coordinator
Cary Thomas	VKA FirsTurn Newsletter/Magazine
Karl Ginter	
Jack Murray	

SYNOPSIS: There are 411 total members, 364 full members and 47 associate members. The Riverside event was shortened due to heavy rain, but 2 heats and the show were held. John Copeland is working with other karting organizations to increase the number of vintage enduro opportunities. In the Guidelines the wording for classes 3, 4, 5, 6, and 7, Sportsman Rear, MAC 49, Single Rear 6.1, Single Rear 8.2, and B & C Open Rear was clarified to explicitly include the "fan cooled only" restriction. The phrase now reads "American fan cooled engines only with factory style shrouds". Any free air engine will have to run with foreign equipment. VKA volunteers manned a booth at the Ohio Valley Kart Association swap meet. President Gary Wlodarsky thanked Jack Murray for running the kart show during the Riverside event. Bill McCornack reported that he will be sending a "quick read" info package to the 8 tracks in the Midwest region. The package will include instructions on how to return the participation info which VKA is requesting. Cary Thomas said that his goal is to release the final draft of the FirsTurn combined February – March issue to the printer by the 15th.

A lengthy discussion focused on VKA membership and the significant percentage of event participants who are not members, reportedly one-third at Northeast events. To spur the signup of new VKA members, a 3-option proposal from Sal Palatucci included incentives for tracks and regional coordinators. It was noted that without compensation, registration discounts can be a disincentive for tracks and promoters to signup new members. Some expressed concern over verification of new membership status and thought that the options were complicated. It was suggested that promotional funds already allocated to each region could be used by the regional coordinators. The long discussion was eventually tabled without action. Some members continued the discussion after the meeting was adjourned.

PRESIDENT'S REPORT: President Gary Wlodarsky reported that he had attended the Riverside event and that they experienced bad weather with a three-day period of rain. Gary stated that Louie and his crew did a great job dealing with the challenge. Gary stated that under new business he intends to discuss t-shirts to see if we have made any progress.

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VICE-PRESIDENT'S REPORT: Vice-President Louie Figone reported on the Riverside event. Louie reported that on Tuesday and Wednesday before the event, the Swanteks and others spent time working on the track. Louie reported that on Thursday practice began at 9 am and ended at 1 pm due to rain. He stated that pizza was ordered and a short meeting was held with the consensus being to continue with the event. Louie stated that classes were combined into 3 groups allowing two heats of 6 laps each to be run for each group on Friday. A special heat was also run for Faye Pierson which afforded Faye some track time. Saturday was rained out by a reported 4.5-inch rainfall. Louie reported that 50 entries went thru pre-tech and others apparently were able to enter the track without going thru pre-tech. Louie reported that he received 10 renewals, but no new membership application. He offered a sales rebate to the track but no new memberships were sold. Louie reported that there were two accidents. One accident occurred when a karter lost his brakes when the pins came out at both mater cylinders. The other occurred when a kart dropped a wheel off the track and hit a barrier on the opposite side.

SECRETARY'S REPORT: -Secretary Bill Bloodworth reported that the November 2018 minutes were released for review today. Bill Bloodworth then asked for clarification on an error mentioned during the meeting by Skip Owen regarding width. Bill said that it was unclear if the correct specification was 48 inches instead of 58 inches. The 48 inch value was verified. Gary stated that the approval vote will be collected via email.

MEMBERSHIP REPORT: - Director Bill Bloodworth reported that currently there are 411 total members, 364 full members and 47 associate members, a net change from last month's levels of minus 8 full member & plus 2 associate members. This month's membership includes 4 new full members and 1 new associate member plus 7 additional full members and 2 additional associate members from the renewal of former members who were inactive at the time of last month's meeting. The 36-month extended membership option is at 101 full & 9 associate members, an increase of 2 full members since the last meeting. Total funds involved are \$9,865. It is suggested that for the month of February, \$3,550 be held in reserve for future expenses. 19 full memberships and 2 associate membership expired at the end of January. 23 full memberships and 2 associate memberships are expiring at the end of February. The regional distribution of memberships (snowbird adjusted) is:

Midwest:	160 full	19 associate
Northeast:	63 full	10 associate
South:	64 full	12 associate
West:	69 full	6 associate
International:	8 full	

Mailing address information was adjusted to reflect the home address of those temporarily away from home.

TREASURER'S REPORT: - Director Joe Swantek did not attend the meeting. When asked, Jim Donovan replied that he has no current data; he has given his records to Joe.

Bill Bloodworth reported that the current estimated costs for planned future publication related activity are at least \$2,807 for 12 month members and \$2,395 for 36 month members, a combined total of \$5,202. It is estimated that there will be an additional yearly cost of \$791 for lifetime members, media members, and the January promotional mailings resulting in a total of \$5,993.

WEBSITE REPORT: - Director Jeff Campbell did not attend the meeting. Rolf Hill reported that apparently there is a problem with some files or links to the files which he sent to Jeff via a messaging app. Rolf stated that he resent the info via email but he does not know if Jeff has been able to use the info. Rolf stated that apparently Jerry Imboden has sent photos of the Riverside event to Louie, possibly on the OneDrive. Rolf asked if there is a link to them and if so, to please send the link to Rolf. Cary Thomas also requested that the link be sent to him. Rolf stated that he knows that Jeff has photos for the Bushnell event. Rolf stated that he has never posted pics on the website. Rolf sends the links to Jeff who does the posting. Rolf stated that he does post flyers and that the Lafayette NY event flyers will be reposted.

EXECUTIVE DIRECTOR'S REPORT: - Skip Owen stated that he is driving at this time and has nothing to report. At Rolf's prompting, Skip did confirm that Bushnell has committed to host a 2020 event on February 6, 7, and 8.



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ENDURO REPORT: - Director John Copeland reported that there was some developing news. John stated that he does have participation info from the recent Daytona event, but that because WKA conducts the vintage classes as local option classes, records are not saved. At the Daytona event there was one vintage class, the 100cc controlled vintage enduro class which had one entry. There was no vintage twin class.

John stated that he has had discussions with the WKA Road Race Committee and has requested two changes. One being that they replace the vintage enduro class with a vintage twin class. Normally only 1 race is run in the vintage class. John has requested that the vintage class(es) be run on both days. John stated that he is waiting on the committee to take up his request at their next meeting noting that local option classes do not require trustee approval.

John believes that CES will adopt whatever vintage class structure that WKA defines.

John believes that probably only 3 or 4 enduro events will occur without vintage participation.

John noted that he has been corresponding with at least 12 or more who are allegedly building vintage road racing karts and that it should be a great opportunity.

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RULES REPORT: - Director Dean Kossaras reported that there is an issue with classes 3, 4, 5, 6, and 7. The phrase “fan cooled” is missing from the “American Engines” restriction. Social media reports indicate that several engines are being built with BM130 heads and motorplats which are not in the spirit of the guidelines

Dean stated that the phrase “American Fan Cooled Engines Only” needs to be added to classes 3, 4, 5, 6, and 7. Those classes are Sportsman Rear, MAC 49, Single Rear 6.1, Single Rear 8.2, and B & C Open Rear.

It was pointed out that the issue of shrouds needed to also be addressed. After discussion, the following wording was proposed:

“following clarification to classes 3, 4, 5, 6, and 7: American fan cooled engines only with factory style shrouds”.

Bill Bloodworth: Moved to approve the revised wording.

Gary Wlodarsky: Seconded the motion.

President Wlodarsky: All in favor say aye, opposed say nay, the ayes are unanimous, the motion passes.

Bob Barthelemy asked what should be done if karts show up with engines which do not meet the revised guidelines. Louie Figone stated that any free air engine will have to run with foreign equipment.

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TECH & SAFETY REPORT: - Director Lynn Haddock did not attend the meeting

Sonny Gerber: Sonny reported that they had a VKA booth at the Ohio Valley Kart Association swap meet. Sonny reported that visitors liked the newsletter and suggested that copies of the newsletter be furnished to all such events. Rolf Hill noted that previously it had been suggested that VKA regions could easily print copies of the non-color letter format January issue. Rolf also pointed out that there are at least two handouts posted on the website which could be printed for such events. One is a handout Rolf created and the other is the Northeast Region brochure which includes an application. Bill Bloodworth stated that he will resend the inventory summary which lists unused items.

Sonny reported that he sold 14 t-shirts and that at least 4 people picked up applications.

JUDGING REPORT: - Director Gary Wlodarsky thanked Jack Murray for running the show during the Riverside event. Jack reported that a Snow Kart won the Historic – Unrestored trophy.

REGIONAL REPORTS:

Sal Palatucci reported that the Northeast will have the 5 events listed on the schedule and that they will be watching to see how it goes at the upcoming Lafayette event.

Bill McCornack reported that he will be sending a “quick read” info package to the 8 tracks in the Midwest region which will include instructions on how to return the info which VKA is requesting. Gary asked Bill to also send a copy to Skip Owen.



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Rolf Hill asked if any of the info in Bill's package came from the Promoter's Package. Bill stated that approximately 80% of his package is also in the Promoter's Package but that unfortunately not every promoter reads the Promoter's Package which is why Bill is taking this "quick read" approach.

Bob Barthelemy stated that he will contact Bret Spaude to get Bushnell info. Bob stated that he has 22 advanced entries for the upcoming Barnesville event; no advanced 4-cycle entries but he does expect 4-cycle participation.

NEWSLETTER REPORT: - Cary Thomas reported that the magazine is in good shape and that he is talking to Louie to finalize the Riverside event report. Cary stated that he has an excellent "reflections" article from Ralph Pears and that he also has Gary's article. Cary said that his goal is to release the final draft to the printer by the 15th.

NEW BUSINESS: - President Wlodarsky opened the segment for discussion. The discussion that followed focused entirely on VKA membership. Current conditions and proposed options to increase membership were discussed. The running discussion is described in the categories below.

Current Conditions: Sal Palatucci started the discussion by stating that at least one-third of the entrants at Northeast events are not VKA members.

Need To Grow: As stated best in the unofficial post-meeting discussion, Sal reiterated his belief that since a certain percent of members attend events, if you grow membership and maintain the same percentage participation, you grow attendance. Bill McCornack disagreed with Sal's logic. Bill McCornack was not sure that the percentage would remain unchanged. Bill Bloodworth also disagreed in part because the recruiting effort would target those who were already attending the events.

Palatucci Proposal: Sal said that the question is how do you get people to join. Sal stated that he realizes that tracks are short on personnel and don't have time to push membership sales. Prior to the meeting, Sal had furnished via email a 3-option proposal that involved \$10 incentives in the following ways:

- a. Pay tracks \$10 for each new VKA membership that the track sells.
- b. If a track offers a registration discount to VKA members, reimburse the track \$10 for each new member who joins at the track.
- c. Authorize VKA representatives to spend up to \$10 for each new member recruited.

Note: it was clarified that the options are mutually exclusive and that only one \$10 incentive will be applied.

Registration Fees: Gary Wlodarsky asked if the entry fee discount for VKA members had gone away. Bill McCornack replied no, that discounts are still offered at some 3-day events. Bill stated that at 2-day events, there is not room to offer a discount. Sal Palatucci stated during the official and the unofficial post-meeting discussion that the Northeast region did not offer fee discounts because of the fees being charged to support the Northeast Promoter's Cup.

Registration Discount/Surcharge: A discussion of the terms discount versus surcharge ensued. Rolf Hill stated that it was a matter of semantics. Rolf stated that if the promoter set the fees based on VKA membership and then added a surcharge for non-members there would be no "loss" due to discounting. Others stated their dislike of the term "surcharge". Bob Barthelemy stated that the form which he has been using for at least 13 years defines the advanced registration fees as \$85 for the first class, \$60 for the second class, and \$55 for the third class. The fees for registration at the track are \$90 for the first class, \$70 for the second class, and \$65 for the third class. Bob's form states that non-VKA members add \$10. Several said that they liked Bob's wording. Bill McCornack indicated that he will use similar wording for the Brodhead event. Louie Figone stated that the fees at the Riverside event for advanced registration were \$110 per class for VKA members and \$130 per class for non-members. Registration fees at the track were \$130 per class for members and \$150 per class for non-members. Louie stated that he believes that offering discounts to VKA members is up to the promoters.

Option "B" Concerns: Bill McCornack stated that if a track sells a membership and also offers an entry fee discount to VKA members, the track should be reimbursed. Otherwise the track receives less money if they sell a membership than if they don't and there is no incentive for the tracks to sell a VKA membership. At one-point Gary Wlodarsky said that the references to "customers" and "sales" bothered him. Dean Kossaras countered that it was all about salesmanship. Dean said that at a Lansing event he and his daughter were successful due to their aggressive approach.

Option "C" Funding Source: During the unofficial post-meeting discussion, Rolf Hill suggested that the allocated regional promotions funds could be used to support option "C".



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Reimbursement Process: Bob Barthelemy said that he liked the idea of providing incentive to the tracks to sell memberships. Bob said that when Bill Bloodworth receives the application from the track or promoter, Bill could determine if the applicant was a new member and therefore if the track or promoter was eligible to receive a rebate. Bill McCormack also pointed out that many members do not carry their membership card which is why promoters need to check the furnished lists. Bill McCormack said that some promoters just accept the entrant's word.

New Member Definition:

During the discussion about how to tell if an applicant was a new member, people disagreed on what constituted a new member. Rolf Hill stated that if an applicant was not on the current active membership list that they had to be a new member. Bill Bloodworth said absolutely not, if a person has been a VKA member in the past, they are not new to VKA. At one point someone stated that Bill Bloodworth had a hang up about the definition of "new".

Cost To VKA: There seem to be some confusion as to how much the incentives would cost VKA and who paid what. Gary asked if they sign up at the track, do they get a \$10 discount and pay only \$25. Sal's reply was no, they still pay the full amount. Sal stated that VKA does not lose money because the incentive fee comes from the membership fee paid by the new recruit. Gary asked how many of us wouldn't join because of \$10 difference Gary stated that he thinks that VKA gives enough already with the magazine and other benefits.

Concluding Official Remarks:

Gary Wlodarsky stated that he thought that the options were too complicated.

Sal stated that he was just asking permission to try various approaches and that the offer of incentives was just a tool.

Sal said that option "C" would give permission to the regional coordinators to use up to \$10 per recruit at their events to grow VKA membership. The \$10 would give them the opportunity to make sales on their own.

Gary said that he thought that if Sal wanted to try it in the Northeast that it would be ok.

Bill Bloodworth reiterated his belief that it should only be for those new to VKA; if a person has had a VKA number assigned to them in the past they are not new to VKA.

Bill McCormack stated that it had been a long meeting and he believed that the discussion should be tabled.

ADJOURNMENT:

President Wlodarsky adjourned the meeting at 9:35 PM EST.

ADJOURNMENT

POST MEETING UNOFFICIAL DISCUSSION: Several people remained on the conference call and continued to discuss membership. While the discussion was unofficial, the remarks are presented because the ideas may be of interest.

Rolf Hill suggested that since there was some concern as to where the incentive payments were coming from that maybe the allocated regional promotions funds could be used to support option "C".

Bill McCormack did not like the complications of having to coordinate with Bill Bloodworth for membership status and requiring that Joe Swantek write reimbursement checks. He also pointed out that there are money separation issues at the tracks when an entrant writes one check to cover registration and membership.

Sal Palatucci stated that the Northeast region differed from the other regions because of the Promoter's Cup and the additional registration fee that was being charged to support it; there was no room for a membership discount.

Sal said that he wants to keep the tracks in business and that VKA sending a reimbursement check to the track after an event would create goodwill for VKA.



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Sal suggested that something should be tried to see if it would work.

Sal reiterated his belief that since a certain percent of members attend events, if you grow membership and maintain the same percentage participation, you grow attendance.

Bill McCornack disagreed with Sal's logic. Bill McCornack was not sure that the percentage would remain unchanged.

Bill Bloodworth also disagreed in part because the recruiting effort would target those who were already attending the events.

Bill Bloodworth stated that since VKA does not sanction events and entrants do not have to belong to VKA to participate, we are not in the same situation as other organizations.

Gary Wlodarsky clarified his statement made during the open meeting when he mentioned calling for a vote. He said that his intent was to vote on the need to do discounts.

Respectively submitted by Secretary Bill Bloodworth.