

Date: November 8, 2020

To: CSCC Board (old and new)

From: Monte and Victoria Saager, Chair
Cascade Geargrinders Road Rally Program



Subject: Geargrinders Report to the Board – 2020 Season Wrap and 2021 Look Ahead

In 2020, the Geargrinders Road Rally Program put on nine road rallies and averaged **18 cars per rally**, an improvement over 2019's average of 14 cars per rally.

The attached Yearend Report shows that the season ended with a **profit of \$1,085**.

It was an outstanding rally season in both attendance and profit. Despite - or perhaps due to - the pandemic.

Looking back

It was the rally season that almost wasn't. On Feb. 15 we held an in-person road rally school. On Feb. 28 we announced the first Saturday Series Rally would be March 21.

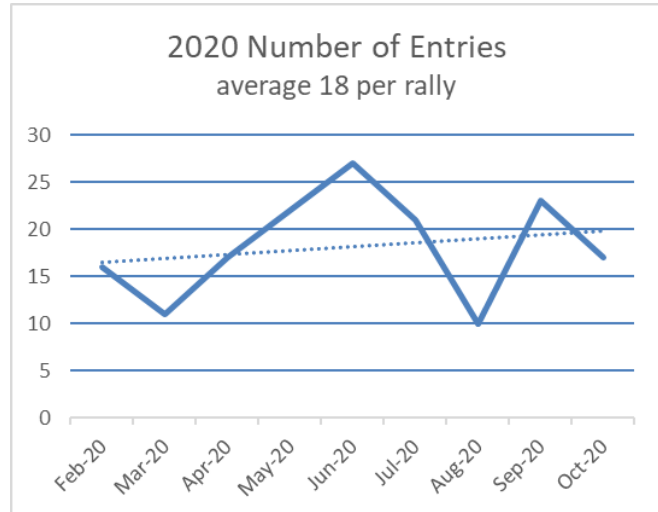
Then the coronavirus pandemic hit. Gatherings were prohibited. Social distancing was required. Restaurants were closed to all but take-out service.

In-person on-site registration and end-of-rally gatherings were not safe. Road rallies and other autosports events were being canceled all across the country.

Would the March rally be canceled? Could road rallies be conducted safely and in compliance with coronavirus restrictions?

In our planning for the 2020 road rally season, we had already decided to use the Richta GPS Checkpoints app to time and score road rallies. Each car would run an app on their smartphone to get scored at each GPS checkpoint. No human contact was needed for timing and scoring.

We had also decided to implement online registration using MotorsportsReg. Our original intent was to offer optional online registration for those who wanted to pay with plastic since we only took cash or check at on-site registration. To comply with coronavirus restrictions, we made online registration mandatory and we discontinued on-site registration. We figured out how to complete the check-in process virtually. No human contact was needed for registration and check-in.



All the instructions to run the rally would be emailed to the participants. Soon after the last car finished the course, the scores would be emailed. There would be no gathering in a parking lot at the start and no gathering in a restaurant at the end.

We had a plan for how to safely put on road rallies during the pandemic.

On March 13 we announced that the March 21 Saturday Series Rally was not canceled and that, "this road rally will require no human interaction other than within each car." On March 20 we published the Cascade Geargrinders Coronavirus Message, laying out our plan. "We'll stay in our car; you stay in yours." Eleven cars ran the first TSsD (Time Speed social Distance) road rally in March.

We followed with seven more TSsD road rallies. Attendance surprised us. The new TSsD rally format with GPS timing was popular. The road rally program was attracting a new audience.

The highest attendance was the June rally - 27 cars. The five Saturday Series rallies averaged 20 cars per rally and made a profit of almost a thousand dollars.

In August we offered a game / gimmick rally that was partly answering questions along the route and partly TSD rally. We advertised that it would be more navigationally challenging than the Saturday Series rallies. Ten cars accepted the challenge. And they all had a great time, making the small financial loss acceptable.

Due to pandemic restrictions at the coast, the Mountains to the Sea Rally was rescheduled from May to September. However, the pandemic continued and, on top of that, wildfire filled the skies with smoke in the weeks before the rally. Still, Mountains to the Sea drew 23 cars, equal to last year's attendance. The BBQ dinner and famous beach party were canceled, the entry fee was reduced by the cost of the dinner, and optional dinner boxes to go were offered for purchase. This event usually supports the rally program, and this year it made a smaller but still notable contribution.

Ghouls Gambol wrapped up the season with 17 cars, just breaking even.

Overall, 2020 was an outstanding season for the Geargrinders Road Rally Program. Despite - or perhaps due to - the pandemic.

Looking forward

Attached is a draft road rally schedule for 2021. Please let us know right away of any conflicts with other Cascade events. A budget for the 2021 road rally program will be submitted for approval prior to the January 2021 Board meeting.

In 2021, we will continue to offer TSsD no-human-contact events consistent with the Geargrinders Coronavirus Message. Online registration through MSR will remain mandatory. GPS apps will continue to provide event scoring.

One thing we would like to change is the number of people actually writing road rallies. Of the nine rallies in 2020, we (Monte and Victoria) wrote seven of them. We have rallymasters (other than us) for four rallies in 2021. We invite any rallier who is interested in learning to write a rally to contact us.

Cascade's road rally program will be sustainable only if new rallymasters (and organizers) step up.

Come drive with us!

Sustaining attendance is key to sustaining the road rally program. We'd like to see a season average of about 20 cars per rally. That would support full reimbursement of all rally-related expenses. We came close to that target in 2020 and were able to reimburse rallymasters' expenses.

An average of 25 cars per rally could fund some upscaling, such as real rally awards for class winners (instead of just candy bars) and maybe dash plaques.

We continue to work toward increasing attendance by promoting Cascade's road rally events through email, social media, Auspuff, and the Cascade Geargrinders website. Please help by sharing our event announcements and promotions. Let us know if you identify audience opportunities. (We recently gained approval to post our event announcements in the Audi Club NW Facebook group, reaching its 2600+ members.)

We would love to see more Cascade members come out and rally. That's why you belong to a car club, right? You enjoy driving your car. Road rally is a fun way to enjoy driving your car in the country. Once a month from February through October. Affordable fun for a carful.

Come play the game that takes you places.

Please let us know what questions you have about the rally program. Thank you for your support!

Monte and Victoria Saager

2020 Geargrinders Yearend Report	2018	2019	2020			
updated 11/8/20						
Season Expenses (Overhead)	Actual	Actual	Budget	Per event (9 events)	Actual	Per event (9 events)
ICSCC Insurance	\$1,775	\$1,680	\$1,680	\$187	\$1,680	\$187
Rally Season Overhead						
Publicity and marketing (print flyers, cards)	\$108	\$0	\$100		\$50	
Road Rally Rules (printing O booklets)	\$129	\$0	\$150		\$116	
Championship Trophies	\$420	\$420	\$420		\$294	
CSCC Perpetual Trophy engraving	\$64	\$24	\$40		\$30	
Miscellaneous supplies - operations	\$61	\$39	\$50		\$45	
Rally Season Overhead Expenses (w/out insurance):	\$783	\$483	\$760	\$84	\$535	\$59
Total Season Expenses (with insurance):	\$2,558	\$2,163	\$2,440	\$271	\$2,215	\$246
Rally School			projecting 15 cars			# of cars 16
Revenue:			Number	Each	Total	
Entry fee (non-members)	\$180	8	\$30	\$240	\$270	
Entry fee (members)	\$40	7	\$20	\$140	\$140	
Less MSR fees (assumes half of entries)		7.5	(\$2)	(\$14)	(\$25)	
Total Revenue:	\$220			\$366	\$385	
Expenses:						
Rally school materials	\$59			\$30	\$43	
Class room rental	\$75			\$75	\$75	
Route instruction printing				\$20	\$11	
Rallymaster fuel stipend				\$40	\$40	
Richta app fee (\$3/car for non-member entry)				\$24	\$0	
Total Expenses:	\$134			\$189	\$169	
Season expenses w/out insurance (per event, above)	\$0			\$84	\$59	
Net Rally School Profit/Loss w/out insurance	\$86			\$92	\$156	
Season expenses with insurance (per event, above)	\$0			\$271	\$246	
Net Rally School Profit/Loss with insurance	\$86			(\$95)	(\$30)	
Saturday Road Rally Series (5 events)	Avg # of cars 8	Avg # of cars 12.2	projecting average of 15 cars			Avg # of cars 19.6
Revenue:			Number	Each	Total	
Entry fee (non-members)	\$500	\$990	8	\$30	\$1,200	\$1,920
Entry fee (members)	\$260	\$400	3	\$20	\$300	\$550
Less MSR fees (assumes half of entries)			5.5	(\$2)	(\$159)	(\$151)
Free entry (coupon)					\$0	\$0
Series Pass (full rate)	\$160	\$80	2	\$80	\$160	\$80
Series Pass (rallymaster rate)	\$0	\$0	2	\$60	\$120	\$0
Total Revenue:	\$920	\$1,470			\$1,621	\$2,399
Expenses:						
Route instruction/checkpoint slip printing	\$0	\$0	5	\$20	\$100	\$0
Rallymaster fuel stipend	\$0	\$40	5	\$40	\$200	\$200
Event awards	\$170	\$144	5	\$30	\$150	\$0
Total Expenses:	\$170	\$184			\$450	\$200
Season expenses w/out insurance (per event, above)	\$489	\$345		\$84	\$422	\$297
Net Saturday Series Profit/Loss w/out insurance	\$261	\$941			\$749	\$1,902
Season expenses with insurance (per event, above)	\$1,599	\$1,545		\$271	\$1,356	\$1,230
Net Saturday Series Profit/Loss with insurance	(\$849)	(\$259)			(\$184)	\$968

2020 Geargrinders Yearend Report	2018	2019	2020			
updated 11/8/20				Per event	Per event	
	Actual	Actual	Budget			Actual
Mountains to the Sea (1 day)	# of cars 20	# of cars 23	projecting 25 cars (last 5 years' avg = 24.6 cars)			# of cars 23
Revenue:			Number	Each	Total	
Entry fee (non-members)	\$1,300	\$1,400	15	\$100	\$1,500	\$840
Entry fee (members)	\$595	\$765	10	\$85	\$850	\$605
Less MSR fees (assumes half of entries)			12.5	(\$9)	(\$110)	(\$102)
Extra participant diners / dinner box purchases	\$20	\$40	5	\$15	\$75	\$465
Total Revenue:	\$1,915	\$2,205			\$2,315	\$1,808
Expenses:						
Route instruction/checkpoint slip printing	\$80	\$41			\$40	\$0
Rallymaster fuel stipend	\$0	\$100			\$100	\$100
Barbeque	\$443	\$388			\$750	\$636
Awards, perpetual trophy engraving	\$546	\$544			\$550	\$507
Richta app fee (\$5/car)			25	\$5	\$125	\$115
Car numbers	\$150	\$0			\$0	\$0
Ferry fare (23 cars * \$3/car)		\$72			\$0	\$0
Total Expenses:	\$1,218	\$1,145			\$1,565	\$1,358
Season expenses w/out insurance (per event, above)	\$196	\$69			\$84	\$59
Net Mountains to the Sea Profit/Loss w/out insurance	\$501	\$991			\$665	\$390
Season expenses with insurance (per event, above)	\$639	\$309			\$271	\$246
Net Mountains to the Sea Profit/Loss with insurance	\$57	\$751			\$478	\$204
Game Rally (1 event)			projecting 15 cars			# of cars 10
Revenue:			Number	Each	Total	
Entry fee (non-members)			8	\$30	\$240	\$90
Entry fee (members)			7	\$20	\$140	\$140
Less MSR fees (assumes half of entries)			7.5	(\$2)	(\$14)	(\$15)
Free entry (coupon)						\$0
Total Revenue:					\$380	\$216
Expenses:						
Route instruction/control slip printing					\$25	\$0
Rallymaster fuel stipend					\$40	\$40
Event awards					\$30	\$0
Total Expenses:					\$95	\$40
Season expenses w/out insurance (per event, above)					\$84	\$59
Net Game Rally Profit/Loss w/out insurance					\$201	\$116
Season expenses with insurance (per event, above)					\$271	\$246
Net Game Rally Profit/Loss with insurance					\$14	(\$71)

2020 Geargrinders Yearend Report	2018	2019	2020				
updated 11/8/20	Actual	Actual	Budget		Per event	Actual	Per event
Ghoul's Gambol (1 event)	# of cars 17	# of cars 11	projecting 15 cars			# of cars 17	
Revenue:			Number	Each	Total		
Entry fee (non-members)	\$350	\$240	8	\$30	\$240	\$240	
Entry fee (members)	\$60	\$40	7	\$20	\$140	\$180	
Less discount in lieu of Sat Series event awards						(\$45)	
Less MSR fees (assumes half of entries)			7.5	(\$2)	(\$14)	(\$25)	
Free entry (coupon)		\$0				\$0	
Total Revenue:	\$410	\$280			\$380	\$350	
Expenses:							
Route instruction/checkpoint slip printing	\$0	\$10			\$20	\$0	
Rallymaster fuel stipend	\$0	\$40			\$40	\$40	
Event awards	\$52	\$32			\$30	\$50	
Richta app fee (\$3/car for non-member entry)					\$24	\$0	
Total Expenses:	\$52	\$82			\$114	\$90	
Season expenses w/out insurance (per event, above)	\$98	\$69			\$84	\$59	
Net Ghoul's Gambol Profit/Loss w/out insurance	\$260	\$129			\$182	\$201	
Season expenses with insurance (per event, above)	\$320	\$309			\$271	\$246	
Net Ghoul's Gambol Profit/Loss with insurance	\$38	(\$111)			(\$5)	\$14	
Geargrinders Net Profit/Loss w/out insurance	\$1,022	\$2,146			\$1,888	\$2,765	
Geargrinders Net Profit/Loss with insurance	(\$753)	\$466			\$208	\$1,085	

Season average number of cars per rally	11	13.6	projected	16.1	18.2
Total revenue	\$3,245	\$4,175		\$5,061	\$5,157
Total expenses	\$3,998	\$3,709		\$4,853	\$4,071
Net profit/loss	(\$753)	\$466		\$208	\$1,085



CASCADE SPORTS CAR CLUB GEARGRINDERS

2021 Road Rally Schedule*

Proposed (not yet approved) as of 11/1/20

Saturday Road Rally Series

March 20 Saturday Series rallies are beginner-friendly time-speed-distance road rallies, starting and ending in the Portland area. Rallies take three to four hours to complete.

April 17

May 15

First car starts: 10:01 am

June

12 or 26

Entry fee:

CSCC members **\$20 per car**

Non-members \$30 per car



July 17

Save with a Series Pass. \$100 for 6-event Series Pass. Run the same car number each rally. Available to members only. CSCC membership is [available online](#).

August 21

Special Events

February 20 – Novice or Nervous Rally School – Start the new season with a virtual classroom review of time-speed-distance road rally rules and procedures. Then run a practice road rally to test your team's navigational knowledge and driving skills. \$20 per car for CSCC members, \$30 per car for non-members.

September 18 – Mountains to the Sea – 56th anniversary of Cascade's classic rally. Full-day beginner-level tour-style time-speed-distance road rally, offering an all-paved scenic route that is fun to drive, starting in Portland and ending at the Pacific Ocean.

October 30 – Ghouls Gambol – A Cascade tradition, this Halloween road rally explores the autumn colors around Portland's foothills and farmland. Caution: May include frights.

*For all 2021 Cascade Geargrinders road rallies:

- Entry requires a street-legal vehicle, a licensed and insured driver, a navigator, and a smart device (e.g., cell phone or tablet) running the [Competitor Richta GPS Checkpoints app](#) (app is free).
- For the duration of the coronavirus pandemic, events will be conducted in compliance with the [Cascade Geargrinders Coronavirus Message](#).
- Online registration is required: [MotorsportReg.com](#).

