

Date: December 9, 2021

To: CSCC Board for 2022

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

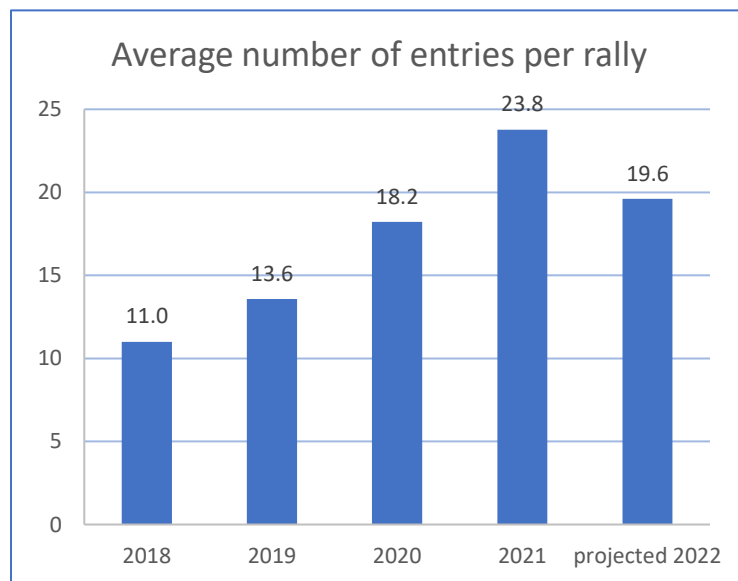


Subject: 2022 Geargrinders Budget Approval Request

Attached is the 2022 Geargrinders budget and the 2022 TSD Road Rally Schedule. This budget projects the season will finish with \$264 profit. However, everything depends on attendance. More on that soon.

Nine road rallies are planned for the 2022 season, starting with Rally School in February. A virtual rally school will be offered Friday evening prior to a practice rally on Saturday. The Saturday Road Rally Series includes six events. The Mountains to the Sea Rally and Ghouls Gambol round out the schedule.

The 2022 budget assumes a season average of 19.6 cars per rally. Last year we projected an average of 18.8 and ended the season with an average of 23.8 cars per rally, far exceeding our expectations.



However, attendance started to decrease after the July Saturday Series rally, eventually falling over 20 percent in the last half of the season compared to the first half. Based on that trending decline, we are setting our expectations in 2022 to a hopefully achievable attendance level. Much may depend on the course of the pandemic.

Essential to encouraging attendance is making sure our events continue to comply with coronavirus safety recommendations. All events in 2022 will be conducted in accordance with the Geargrinders [Coronavirus Message](#).

Online registration through MSR will remain mandatory. Check-in will be virtual. And GPS apps will continue to provide event scoring. Participant and organizer safety is a top priority.

Keeping entry fees low also promotes attendance. Current pricing will be maintained for the 2022 season: \$20 per car for members and \$30 per car for nonmembers for all rallies except the all-day Mountains to the Sea Rally at \$50 per car for members and \$75 per car for non-members. We believe Cascade's road rallies should be accessible and affordable.

For Cascade members, there are two other ways to make rally more affordable. The \$120 Series Pass includes entry in all six of the Saturday Series rallies plus (new in 2022) the Rally School - seven rallies for the price of six. Also new in 2022 is the \$180 Season Ticket which includes entry in all rallies in the Series Pass plus entry in the Mountains to the Sea Rally and Ghouls Gambol - a complete nine-rally season.

The Series Pass and Season Ticket packages not only make rally more affordable, they also offer benefits attractive to contestants. Register just once to be automatically entered in the rallies. Receive event notices and rally materials before other contestants. Run the same car number with the same start time at each rally. And I'm hoping to get approval for a multi-event SpeedWaiver package - e-sign SpeedWaiver just once to cover all events in the package. (One more benefit for the contestants.)

In our yearend survey of club ralliers, we asked whether a Season Ticket would be of interest. We've received very positive response so far. Several said they would consider a Season Ticket so they wouldn't miss a rally. They said having a Series Pass or Season Ticket gave them more commitment to attend the rallies since they are already entered.

In addition to benefits for the contestants, the "bulk purchase" of event entries has benefits to the organizers and to the club. First, processing one registration instead of seven or nine is less work for the registrar. Since the MSR cost includes a \$1.30 fee for each registration transaction (regardless of registration cost), less fee is paid to MSR when fewer transactions pay for more event entries, which puts more revenue in club coffers. And since you have to be a club member to purchase a Series Pass or Season Ticket, more ralliers join the club, which benefits membership.

Fourteen (14) teams purchased a Series Pass in 2021 -- a record-breaking number. For 2022 the Geargrinders budget projects nine Series Passes and one Season Ticket will be purchased.

In our yearend rallier survey, we asked about event prizes and rallymaster recognition. Prizes seemed unimportant, but most felt both team members should receive recognition. Respondents agreed rallymasters should be fairly reimbursed for fuel, and that the time spent developing a three- to four-hour TSD road rally should be fairly recorded.

In 2021, with increased revenue from more attendance, we started rewarding winning rally teams with car wash coupons - a small reward for the driver. In 2022, we plan to provide two prizes per winning team, one for each team member. The budgeted expense for rally prizes has been increased from \$50 per rally to \$100 per rally.



The rallymaster fuel stipend has not been increased in many years. Over the last four years of heading up Geargrinders, we (Monte and Victoria) have been rallymaster for many Cascade rallies, and as Chair we have been QC working with the rallymaster to make sure every event runs smoothly.

We note that today's Saturday rallies are longer than the Friday Nighters used to be. Development time takes longer in our increasingly more urbanized region. And we won't mention gas prices. The rallymaster fuel stipend has not kept up.

We propose increasing the rallymaster fuel stipend from \$40 to \$50 for a Saturday Rally (including Rally School and Ghouls Gambol) and from \$100 to \$125 for Mountains to the Sea. This increase recognizes fuel cost increases and a more realistic estimate of miles driven to create a TSD road rally. Although this change is already reflected in the Geargrinders 2022 budget, it requires a change to club [Policies and Procedures](#) Section 6 Geargrinders Reimbursement Guidelines (on page 11).

Also, worker hours for being a rallymaster should be increased from 40 hours to 50 hours for a Saturday Rally (including Rally School and Ghouls Gambol) and from 80 hours to 100 hours for Mountains to the Sea. Running a precheck should be increased from 5 hours to 6 hours for a Saturday Rally and to 10 hours for Mountains to the Sea. This increase reflects a more realistic estimate of the time it takes to create a TSD road rally. This change also requires a change to club [Policies and Procedures](#) Section 6 Geargrinders Worker Hours (on page 12).

Both of these changes to the club [Policies and Procedures](#) can be made by majority vote of members present at a general meeting. Advance notice is described in Article VIII of the club [Bylaws](#) (on page 6). Please advise what needs to happen to do to get these changes made.



The goal for 2022 is to make sure Cascade rallies are affordable, easy to enter, and fun to run. Events need to be well constructed and designed to improve the participant's experience. We'll ensure each event is free from errors and ambiguities and that all the events are consistent in style.

Outreach is essential to attracting new and prior participants. Promotion of Cascade's road rally events through email, social media, Auspuff, and the Cascade Geargrinders website will continue. We'll work with CSCC Marketing to identify new opportunities to improve rally event promotion.

You can help by sharing road rally event announcements and promotions. Let us know if you identify new audience opportunities.

You can help even more by personally contributing to road rally attendance goals by participating. Find a partner you like to spend time with who would enjoy a drive in the country, decide who drives and who navigates, and start the season with the Rally School Rally on Feb. 19. Then make a date for one Saturday a month to play the game that takes you places.



Cascade board members, directors, conference reps, race officials, and committee chairs are offered half off the entry fee for the Rally School Rally. Contact rally@cascaadesportscarclub.org to get your discount.

To reiterate, the sustainability of the Cascade Geargrinders Road Rally Program depends on attendance.

Also essential to sustaining the program is consistent leadership and administration. We became Geargrinders Chair early in 2018, at a time when it seemed the program might vanish from lack of volunteers and participants. This coming season will be our fifth year as chair. It is time to start training those who will carry on after us.

One season of understudy would be advantageous for a new chair. If finding rallymasters to write road rallies is any indication (e.g., needle in a haystack), then finding an understudy for the Geargrinders Chair position may be a challenge. Recruitment for our replacement is open. Apply within.

We request the Board's approval of the 2022 Geargrinders Budget. We also request approval of recommended changes to rallymaster fuel stipend and rally worker hours, as identified in club Policies and Procedures.

Please let us know what questions you have about the Geargrinders Road Rally Program.

Thank you for your support!

Monte and Victoria Saager, Chair
Cascade Geargrinders Road Rally Program
www.cascadegeargrinders.org
rally@cascaadesportscarclub.org

PROPOSED 2022 Geargrinders Budget

updated 11/15/21

Summary:

Net revenue from entry fees (less MSR)	\$4,439	9 events, Feb. thru Oct.
Expenses		projecting avg 19.6 cars/event
Insurance	\$1,680	
Printing, supplies, misc.	\$150	
Tropies, engraving, prizes	\$1,710	
Rallymaster fuel stipend	\$525	
Richta app fee	\$110	
Total Expenses	\$4,175	
Net Profit/Loss	\$264	

Budget Detail:

	projected avg cars/event 19.6	Budget Per event
Season Expenses (overhead)		(9 events)
ICSCC Insurance	\$1,680	\$187 per Chris H. 5-12-21
Rally Season Overhead		
Publicity and marketing (print flyers, cards)	\$50	
Road Rally Rules (printing as needed)	\$0	
Championship Trophies	\$420	
CSCC Perpetual Trophy engraving	\$40	
Miscellaneous supplies - operations	\$100	prize postage
Rally Season Overhead Expenses (w/out insurance):	\$610	\$68
Total Season Expenses (with insurance):	\$2,290	\$254

Rally School Rally

projecting 17 cars

Revenue:	Number	Each	Total		
Entry fee (non-members)	5	\$30	\$150	\$2.05	\$10.25
Entry fee (members)	2	\$20	\$40	\$1.80	\$3.60
Less MSR fees			(\$14)		(\$13.85)
Series Pass (full rate)	8	\$120	\$960	\$4.30	\$34.40
Series Pass (rallymaster rate)	1	\$100	\$100	\$3.80	\$3.80
Less MSR fees			(\$24)		(\$24.35)
Season Ticket (full rate)	1	\$180	\$180	\$5.80	\$5.80
Season Ticket (rallymaster rate)	0	\$160	\$0	\$5.30	\$0.00
Less MSR fees			\$0		(\$5.80)
Total Revenue:			\$1,392		

Expenses:

Rallymaster fuel stipend	\$50
Richta app fee (\$3/car for non-member entry)	\$0
Total Expenses:	\$50

no charge this year

Season expenses w/out insurance (per event, above)	\$68
Net Rally School Profit/Loss w/out insurance	\$1,274

Season expenses with insurance (per event, above)	\$254
Net Rally School Profit/Loss with insurance	\$1,087

Saturday Road Rally Series (6 events)

projecting average of 20 cars per rally

Revenue:

	Number	Each	Total
Entry fee (non-members)	6	\$30	\$1,080
Entry fee (members)	4	\$20	\$480
Less MSR fees			(\$20)
Series Pass	9	\$0	\$0
Season Ticket	1	\$0	\$0
Total Revenue:			\$1,541

\$2.05 \$12.30

\$1.80 \$7.20

(\$19.50)

Expenses:

Rallymaster fuel stipend	\$50	\$300
Event awards	\$100	\$600
Total Expenses:		\$900

Season expenses w/out insurance (per event, above)	\$68	\$407
Net Saturday Series Profit/Loss w/out insurance		\$234

Season expenses with insurance (per event, above)	\$254	\$1,527
Net Saturday Series Profit/Loss with insurance		(\$886)

Mountains to the Sea (1 day)

projecting 22 cars

Revenue:

	Number	Each	Total
Entry fee (non-members)	7	\$75	\$525
Entry fee (members)	14	\$50	\$700
Less MSR fees			(\$58)
Season Ticket	1	\$0	\$0
Total Revenue:			\$1,167

\$3.18 \$22.23

\$2.55 \$35.70

(\$57.93)

Expenses:

Rallymaster fuel stipend	\$125
Awards, perpetual trophy engraving	\$550
Richta app fee (\$5/car)	\$110
Total Expenses:	\$785

Season expenses w/out insurance (per event, above)	\$68
Net Mountains to the Sea Profit/Loss w/out insurance	\$314

Season expenses with insurance (per event, above)	\$254
Net Mountains to the Sea Profit/Loss with insurance	\$128

Ghoul's Gambol (1 event)

projecting 17 cars

Revenue:

	Number	Each	Total
Entry fee (non-members)	5	\$30	\$150
Entry fee (members)	11	\$20	\$220
Less MSR fees			(\$30)
Season Ticket	1	\$0	\$0
Total Revenue:			\$340

\$2.05 \$10.25

\$1.80 \$19.80

(\$30.05)

Expenses:

Rallymaster fuel stipend	\$50
Event awards	\$100
Richta app fee (\$3/car for non-member entry)	\$0
Total Expenses:	\$150

Season expenses w/out insurance (per event, above)	\$68
Net Ghoul's Gambol Profit/Loss w/out insurance	\$122

Season expenses with insurance (per event, above)	\$254
Net Ghoul's Gambol Profit/Loss with insurance	(\$64)

2021 Geargrinders Net Profit/Loss w/out insurance **\$1,944**
2021 Geargrinders Net Profit/Loss with insurance **\$264**



CASCADE SPORTS CAR CLUB GEARGRINDERS

2022 Road Rally Schedule

Register: MotorsportReg.com

as of 12/9/21

Saturday Road Rally Series

February 19 – Rally School – Start the season with a virtual review of time-speed-distance road rally rules and procedures on Friday evening. Then run a practice road rally on Saturday morning to test your navigational knowledge and driving skills.

March 19 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. First car starts at 10:01 a.m.

April 16

Entry fee:

June 25 \$20 per car for CSCC members
\$30 per car for non-members

July 23

Save with a Series Pass. \$120. Includes entry in

August 20 Rally School and all 6 Saturday Series rallies. Register just once to enter all 7 events. Run the same car number with the same start time each rally. Available to CSCC members only.

Sept. 17

CSCC membership is [available online](#).



Special Events

May 14 – Mountains to the Sea – 57th anniversary of Cascade's classic rally. Full-day 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. \$50 per car for CSCC members, \$75 per car for non-members

October 29 – Ghouls Gambol – This daytime rally explores autumn colors around Portland's foothills and farmland. Optional decorated car show. Caution: May include tricks and treats. \$20 per car for CSCC members, \$30 per car for non-members

Save more with a Season Ticket. \$180 for 9-event Season Ticket. Includes all benefits and events in the Series Pass, plus entry in Mountains to the Sea and Ghouls Gambol. Available to members only. CSCC membership is [available online](#).

For 2022 Cascade Geargrinders road rallies:

- Online registration is required: MotorsportReg.com.
- Entry requires a street-legal vehicle, a licensed insured driver, a navigator, and a smart device (e.g., cell phone or tablet) running the [Competitor Richta GPS Checkpoints app](#) (app is free).
- Rallies are conducted in accordance with the current [Road Rally Rules](#).
- Events will comply with the [Cascade Geargrinders Coronavirus Message](#).



Enjoy a fun drive in the country. Come play the game that takes you places.

www.cascadegeargrinders.org

rally@cascadesportscarclub.org

[f](#) #CSCC Road Rally