

**National Skeet Shooting Association
Board of Directors Meeting
National Shooting Complex
September 29, 2013**

- A. ROLL CALL** – President Bob DeFrancesco called the Board of Directors meeting to order at 8:00PM. A quorum of eighty (80) directors was present.
- B. MEETING MINUTES** – Motion made by Howie Altman, 2nd by Steve Baglione, to approve the minutes from the September 30, 2012 annual Board of Directors meeting. Motion passed all in favor.
- C. MEETINGS** – The winter Executive Committee meeting will be held at NSC January 31, 2014 and the winter Rules and Classification Committee and All-American Selection Committee meetings will be held February 1st. The site for 2014 spring/summer Executive Committee meeting has not yet been determined. The 2014 annual Board of Directors meeting will be held at the Beretta Pavilion September 28, 2014.

D. OFFICERS REPORTS –

President – Reported on the state of the association; working with the San Antonio Water System (SAWS); improvements to NSC and marketing program will be discussed later. Thanked the directors for attending.

Vice President – Thanked everyone for their work this year.

Secretary-Treasurer – Asked all the directors to provide any changes to their contact information (address, email, phone, etc.) to Linda Mayes.

Past President – Discussed how the NSC is now a profit center for the Association with all of the corporate and non-shooting events being held.

Executive Director – Encouraged the directors to disseminate information in their binders to their constituents. There was a question regarding our relationship with neighbors; Michael Hampton responded that we are on very good terms with residents and businesses.

Director of Skeet – Welcomed new directors who were elected last year. We had 656 shooters in the Mini World; 741 4-gun shooters in Main, with a total of 751 total shooters (note: at the completion of the World shoot there was a total of 809 shooters, with 780 in the 12 gauge event). Effective Nov 1st have a new Military Veteran (MV) concurrent; will need to provide a DD-214 showing you were honorably discharged. Two new employees were introduced Jenna Becker and Justine Boss.

Zone 1 – Shoots have been well attended; have not had a major shoot in a number of years, but are working on putting one together.

Zone 2 – No report.

Zone 3 – Three major shoots were well-attended; would like to see better attendance at smaller shoots. The 2014 U.S. Open will be held at St. Joe Valley Conservation Center in Ft. Wayne, IN, which is the in process of adding two more fields, for a total of 12.

Zone 4 – There were 191 participants at this year's Zone shoot held at Forest City Gun Club. Have had good youth activity throughout the Zone; small clubs struggling financially and with shooter attendance.

Zone 5 – Reactivated the Northbrook Classic, which was a very successful major shoot; league shooting picking up; Decatur will hold next year's Zone shoot.

Zone 6 – Everything is well with both large and small shoots; Zone shoot was held at Lafayette.

Zone 7 – There were 135 participants at Zone; next year's Zone shoot will be at Tucson; the U.S. Open was poorly attended, but a good shoot.

Zone 8 – No report.

Zone 9 – Thanked the Directors for voting in the new MV concurrent; should have a positive affect on participation. This year's ASSC was held at Camp Lejeune; 2014 will be here at NSC. The new Director for the U.S. Army is LTC Mark Boettcher.

- E. **NSSA STATISTICS** – Targets are up 700K for the same period last year; membership is up slightly.
- F. **BUDGET/FINANCE** – In Louise Terry's absence Steve Scales presented the operating budget submitted by the Finance Committee. **Motion made and 2nd to approve next year's operating budget for presentation to the Executive Committee; motion passed all in favor.** Michael Hampton discussed two of our newest sponsors: Q-20, which has cleaning and lubrication products (samples were in everyone's registration bag); San Antonio area Chevy dealers have agreed to a sponsorship program valued at \$150K over the next three years. We have 671 acres, of which 312 have an agricultural exemption for property tax. The County has challenged the exemption on several portions, which we are appealing; if we lose, could have additional taxes of ~\$5,000. Our investment portfolio, which in part supports life membership, is doing well. We are well within all our budget numbers for 2013. An accounting of the additional 1¢ collected and how it has been spent was provided; NSCA has generated \$500K and spent \$131K on marketing efforts and has budgeted \$234K for 2014. NSSA has brought in \$98K and has spent \$47K for info boards (see paragraph I, Marketing). Bonus Bucks has brought in \$52K.
- G. **OLD BUSINESS** – Robert Paxton brought up the issue of gratuities in Zone 7, and asked what is NSSA doing to enforce the rule. Bill Burke gave a history of why it has been done in the past, and that he is working with clubs to enforce the rule and identify alternatives, such as a tip jar that shooters can contribute to without cash exchanging hands on the field.
- H. **NEW BUSINESS** – Jack Tans discussed NSSA and NSCA dialogue regarding NSCA governance; talked about the differences between how the two organizations are run; Officers invited the NSCA to have two representatives on the Executive Committee, which was declined; for the time being, will maintain the status quo on the governance of NSCA. Effective Nov 1st will start conducting background checks for all certified instructors. Zone shoot criteria discussed; if a deviation from the standard date in August is desired, then a request should be submitted to the Executive Committee for approval. Discussion regarding All-American points for Sub-Juniors and Juniors at the Mini World and World shoots; the reason points aren't given is that it's not fair to shooters outside the local area.
- I. **MARKETING** – Nikki Martin explained the information board that will going out to both skeet and S/C clubs; the incentive program for both, which is two free rounds for a new member or 3-year dormant member, club to be reimbursed; 50 targets with \$5 rebate for each new member signed up. Board will be distributed within the next two months. To make this program successful, the directors are the key to working with the clubs in their state. The "Shooting for Rewards" program will be kept in house; members earn 1 point for each registered target shot, which can be redeemed for gift cards; points are retroactive for 2103. The NSCA has gone live with a smart phone app; NSSA will be following suit soon. David Hebert asked a question about youth and parent involvement; response discussed 4-H, SCTP, youth camps, etc. Do we have performance measurements? Yes, we do have metrics, and will report as data is gathered. Are we investigating partnering with hunting organizations? Yes, we are; Pheasants Forever was one example. The Marketing Committee members are Tom Pavlack, Ken Keth, Jack Tans, Andrew Engel, Linda Mayes and Nikki Martin.
- J. **LONG RANGE PLANNING** – All budgeted projects have been completed or are in process; major projects pending are the water hook-up and widening of FM-471. We signed a contract with FB Investors for construction of a cell phone tower, which will be a revenue-producing instrument for the Association. The Master Plan called for an additional clubhouse, which was scaled back; it will be at

the east end of the middle bank of skeet fields; purchasing a "Royal Flush" unit in conjunction with the "8th Mile" clubhouse. Approved, but not started, is a permanent cart barn, that will be self-funded by rental fees, and new signs for the back and front of the vendor buildings. Under consideration: widening of road/parking area adjacent to flag pole area; main clubhouse in need of major repairs. Will be reviewing and updating the Master Plan in January.

- K. NATIONAL SHOOTING COMPLEX** – Have sold the naming rights for three road signs, and have six more available, with funds going into capital improvements; NSC held five registered skeet shoots; have made the complex available for community activities other than shooting such as a mud run and 4-H clubs; had 61 corporate events, 15 non-shooting events this year; have almost 714 new members that joined NSC as a club. The projects that have been completed projects, as well as those pending, were reviewed. The old rifle/pistol range is now an income-producing archery range. A new lightning procedure in place for the NSC; new policy for celebratory hat shooting.
- L. WORLD SHOOT ADVISORY COMMITTEE REPORT** – Will meet in January to discuss changes.
- M. NSSA HALL OF FAME** – Inductees for 2014 are Paul Giambrone, III and Susan Huszai for shooting achievement, and Bill Batty for the Ray Boller award.
- N. AWARDS & RECOGNITION** – Remington Wheaton was the NSSF scholarship winner; discussed scholarship criteria.
- O. NSSA SHOOT** – The Masters will be held May 1-4, 2014 at the Forest City Gun Club. The Junior World had 199 shooters this year; next year will be held July 24-27 at Ft. Bragg, NC.
- P. U.S. OPEN** – St. Joe Valley Conservation Club is the 2014 site, September 4-7; discussed criteria.
- Q. RULES AND CLASSIFICATION** – Dan Lewis now on Committee. A list of the current agenda items for the winter meeting was provided to the directors.
- R. CLUB ASSISTANCE PROGRAM** – Discussed requirements and application deadline, which is December 31st. Awards will be made at the winter Executive Committee meeting in January.
- S. INFORMATION TECHNOLOGY REPORT** – Have seen a substantial growth in web traffic. The websites have more content; we have improved our servers. Next year the Records Annual will be available on-line. Sherry Kerr discussed communications with members; 25% more visits 108K first time visitors; hits on website 600K 3 years ago, 4.8M last year. Increased target talk subscribers by 50%, due largely to taking it in-house. HQ would like additional input, so that Target Talk reflects what the members would like to see.
- T. SKEET SHOOTING REVIEW** – Decreased production cost by 7% from previous year, primarily by deleting "Targets Only" registered shoots from the Shoot Registered, which reduced the number of pages. Are working on a digital magazine.
- U. SCTP UPDATE** – Don Hathaway reported on SCTP, which is operated by the SSSF. Saw a 25% increase in participants, and has doubled in the last three years; had a new venue for high school and colligate events, with 1,000 participants; in July 2012 launched a pistol program. Thanks to NSSA/NCSA involvement, were able to award 35 \$1,000 scholarships to graduating high school seniors.
- V. NATIONAL SPORTING CLAYS ASSOCIATION** – This March is our 25th year anniversary; ~26K members; 8% increase over last year; 17,500,000 targets date, with Nationals still to come; slight decrease in club membership and shoots, but 4% increase in targets thrown. Over 700 attended the World English Sporting at NSC; next year it will be held outside of London; the following year, when it returns to North America, it will not be held at NSC; four clubs have submitted bids for the 2015, which will be decided at the NSCA winter meeting. Nearly 2,000 are pre-registered for S/C Nationals;

have added 20 & 28 gauge FITASC event. The 2013 U.S. Open, held at Back Woods Quail Club in South Carolina, had 1,028 entries, which was up 160 from 2012; the 2014 U.S. Open will be held at Claythorne Lodge in Kansas; 809 have already pre-registered. Robert Crow's replacement has not yet hired; the search committee still in the process; he departs the end of October; Michael Hampton will fulfill S/C Director responsibilities until the new hire is on board.

There being no further business to discuss, **motion was made, with 2nd by Howie Altman, to adjourn. Motion passed all in favor.** The Board of Directors' meeting adjourned at 10:55 PM.

Respectfully submitted,

John Haugh, Secretary-Treasurer