

NSSA Executive Committee Meeting Minutes

Call to Order: President Jack Tans called the meeting to order at 8:30AM Friday January 29, 2016 at the National Shooting Complex in San Antonio, Texas.

Roll Call: Present; Jack Tans- President, John Haugh- Vice President, Don Kelly- Secretary/Treasurer, Michael Ferchaw- Zone 1, Sam Armstrong- Zone 2 (Substituting for Andrew Engel), Tom Pavlack- Zone 3, Kenneth Keth- Zone 4, Steve Patke- Zone 5, Gary Matthews- Zone 6, Billy Williams- Zone 7, Stephen Malcolm- Zone 8, Chris Naler- Zone 9, Robert DeFrancesco- Past President, Michael Hampton- Executive Director. Also in attendance; Louise Terry- Chairperson Finance and Long Range Planning Committees, Steve Scales- Finance Director, Michael Dowling- Skeet Director. Absent with prior notice; Andrew Engel- Zone 2.

Jeff Gifford, our attorney at Cox and Smith, made a presentation to the NSSA Executive Committee, NSCA Advisory Council and NSCA Executive Council members on understanding the implications of Conflict of Interest. All NSSA Officers and Executive Committee members have signed the Conflict of Interest form for 2016.

Minutes: Motion by John Haugh, second by Gary Matthews to approve the minutes from the June 18th and September 25, 2015 Executive Committee meetings. Approved by voice vote.

Upcoming Meetings: (1) Executive Committee Meeting—June 2, 2016-- Dallas, TX
(2) Executive Committee Meeting—September 30, 2016—NSC Complex.
(3) Board of Directors Meeting—October 2, 2016—NSC Complex, Beretta Pavilion.

Officer & Zone Director Reports: See attached reports.

Budget/Finance: Kevin Sanger and Josh Cepeda from JGP Wealth Management Group reported on the performance of the Association investment portfolio. With the market churn already experienced in January, 2016, our account balance as of 1/22/16 was \$2.817M, down 5%. Though this has been a rough start to the New Year, the consensus was that we stay the course on our investment strategy and allocations. Kevin also introduced a new benchmark that has been created to better measure our portfolio performance against the actual Asset Allocation model in our IPS (more value oriented). We will be using this benchmark going forward to gauge our portfolio performance.

Padgett/Stratemann representatives then presented the results of the 2015 financial audit. Again this year, NSSA received an unqualified audit report which is the highest possible rating. No adjustments were needed nor any concerns found. Excellent job by Steve Scales and his financial team at NSSA HDQ! Following the external auditors' report, Jack Tans passed on a request from the NSSA Audit Committee that the investment portfolio be shown in our future financials in two portions: that amount required to support our Life Membership per the actuarial projections, and the remaining portion achieved from the investment growth over time which should be designated as an Association "Futures"/"rainy day fund". The EC agreed to adopt this reporting suggestion. It was also agreed by the EC that in July, following the start of the new 2-year term of the Audit Committee, that a position will be added to the Audit Committee for the NSCA. **Motion** by John Haugh, second by Gary Matthews to add a position on the Audit Committee effective July 2016 - the nominee will be either the sitting NSCA Executive Council Chairperson or his/her designee. Approved by voice vote.

The Finance Committee made a recommendation that the \$250K emergency Line of Credit (LOC) that we have held at Frost Bank at a very favorable interest rate (3.75%) be renewed again this year. There is no cost involved if no advances are drawn against the LOC. **Motion** by Robert DeFrancesco, second by Steve Patke to renew our line of credit with Frost Bank. Approved by voice vote.

Steve Scales reported on the Operating Budget results for 2015. 2015 proved to be a challenging year for various reasons – key among them was the change to the skeet year which was enacted after the budget had been approved, causing some deferred revenue for the last 2 months of 2015. A further complication was the weather impact to the

NSCA National Championships which forced the cancellation and refund of Saturday's scheduled events. Fortunately, this loss to the NSCA event P&L was offset by greater-than-plan proceeds from NSC events, allowing us to finish the year with slightly better than plan net proceeds from operating activities.

Louise Terry also reported that the proceeds to date, with 9 of the 10 guns liquidated, from the testamentary bequest of the Charles Gates' guns are \$60,796.00. Since this generous donation was designated specifically to promote our skeet youth memberships and youth shooting, the EC discussed the best way to have that money work to be the most effective over time. **Motion** by Gary Matthews, second by Ken Keth that the NSSA create the Charles Gates Memorial Youth Shooters Fund which will allow the principle of the account to be invested and grow over time. Approved by voice vote.

Long Range Planning Committee: Louise Terry reported that the list of NSC projects for 2016 has been re-validated and sufficient funds are available to proceed. Steve Scales maintains the detailed list with the approved Operating Budget.

Louise also reviewed the status of major projects underway:

- The NSC Academy building is still waiting for the building permit from Bexar County - when received, that project is funded and ready for immediate construction.
- The plans for the central core area – future clubhouse renovation and possible third vendor building – are awaiting a decision whether platting will be required. CDS/Muery is following this closely for us.
- The relocation of our main entrance on Roft Road, moving it a short distance uphill (southward) to align with the intersection of Rockwall Mill Rd., is in the planning stages with our engineering firm of CDS/Muery. It has been recommended, and the EC agreed, due to delays of several years in the County plans to widen Roft Rd., that we will proceed with our plans and not wait for the road work. There is one issue still to be researched and that is relocation of a power pole that is in this area. Ed Griffith of CDS/Muery will continue to work these plans and report back to the LRPC with the necessary details.
- Similarly, the hookup to public sewer is now somewhat open-ended because there is no firm schedule for the FM471 road-widening project by TXDOT. Gary Matthews, NSSA Zone 6 rep, agreed to work with Ed Griffith to look into preparing an estimate of the cost to move ahead on our own with the first step of this activity which is getting the service bored under FM471 and stubbed out onto our property on our side of the road. The sooner we can accomplish this, we will protect the Association from further Bexar County impact fee increases.

Michael Hampton was contacted in early January by a rep from the local school district looking at options for a 20-acre site for a new elementary school to be built and come online in the next 4 years. The parcel in question would be a portion of our 71 acres on the west side of Gass Rd. The EC agreed that NSSA is not interested in pursuing this usage at this time.

The City of San Antonio recently announced intentions to do "Limited Purpose Annexation" of properties to the southwest of current city boundaries out into our Alamo Downs area. We have retained the services of Mr. Rob Killen, a land use attorney from the San Antonio firm of Kaufman & Killen, to represent us in these negotiations. He is planning, with input from the LRPC, to submit documentation to the City in the next 60 days on our behalf to establish records of our vested rights having owned and used this land as a shooting center since 1973. This is a proactive step to protect our future land-use entitlements.

Following discussion of the above two topics, the question of the long-term future on our current property was re-opened. While the consensus is that we certainly want to stay on our current property for as many years as possible, it does re-open the question, which was last addressed about 8 years ago, of our long-term future plans if we are impacted by future metro-area encroachment. The EC is aware of its responsibility to ensure the long-term, future operations of the Association and agreed to discuss this further at the summer EC meeting.

NSSA Directors Report: See attached report.

Old Business: Shoot Software A list of Musts and Wants was discussed. **Action:** Jack Tans will appoint a working committee to develop a complete specification and explore the process to develop a comprehensive Sporting Clays/Skeet scoring system. E.C. members were asked to submit viable candidates for the committee to Jack Tans. This item will be on the next E.C. meeting agenda.

Code of Conduct This was a follow up disciplinary item and will be handled by Michael Dowling.

New Business: NSSA recognition programs were discussed. **Action:** Michael Hampton and NSSA staff will review criteria for all of our recognition programs and make recommendations as needed. **Motion** to accept the recommendation for the 2016 Referee Honor Roll by Ken Keth, second by Steve Patke. Approved by voice vote.

U.S. Open: See attached U.S. Open Committee report. After discussing the report, **Motion** to award the 2017 U.S. Open Skeet Championship to the Northbrook, Il. club by John Haugh, second by Robert DeFrancesco. Approved by voice vote. **Motion** to accept the recommendation of the committee that optional class and concurrent purses be awarded by high gun (ties divide) by Steve Patke, second by Robert DeFrancesco. Approved by voice vote. **Motion** that the cost of all medallions, medals, and participation pins be split 50/50 between HDQ and the host club by Ken Keth, second by Steve Patke. Approved by voice vote. **Motion** that all-orange targets must be used whenever lights are on at the U.S. Open, effective 2017 and beyond by Steve Malcolm, second by Steve Patke. Approved by voice vote.

Membership Fees: Membership fees (Annual, Six Year and Life) have not been increased for many years while our operating costs have continued to increase. We will continue to evaluate costs vs. fees and discuss at the summer E.C. meeting.

Hall of Fame Banquet: The Hall of Fame Banquet has cost more than ticket sales revenue. Recommendation was accepted to raise ticket price from \$45 to \$50 and explore a silent auction to raise funds to offset costs.

Registration of Wayne Mayes Event Targets: The Rules and Classification Committee recommended that the World Shoot Wayne Mayes event be handled as an Event 6. The targets will be included in each participant's lifetime registered targets shot. No All-American points will be awarded. **Motion** to accept the Rules and Classification Committee's recommendation for the 2016 Wayne Mayes Event by Billy Williams, second by Ken Keth. Approved by voice vote.

Youth Development Committee: Jack Tans has appointed a Youth Development Committee. See attachment for the list of NSSA/NSCA members, and the Committee Charter. Plans and progress will be reported to the E.C. at the June meeting.

Club Grant Program: After discussing all the club grant applications, **Motion** by Michael Ferchaw, second by Sam Armstrong to grant the Sportsmen's Shooting Center (Canton, OH) and Port Malabar Rifle and Pistol club (Malabar, FL) each \$2,500; the Fort Rucker Skeet Club (Alabama) will be offered 4 of the LaPorte Skeet machines being replaced at NSC. Approved by voice vote. **Motion** by Ken Keth, second by John Haugh to include \$10,000 in future operating budgets for club grants, with the E.C. deciding the allocation. Approved by voice vote. **Motion** by John Haugh, second by Ken Keth to allocate \$10,000 from the NSSA marketing funds for youth camps in 2016. Approved by voice vote.

Upcoming Elections: The upcoming election process for NSSA Officers, Zone Committeemen, and Directors was discussed. With the change in target year, the timing for steps in the election process was changed at the 2015 Annual Director's Meeting. Steve Scales will review the updated Bylaws and advise the E.C. on timing for nominations and balloting.

Chief Referee: The position of Chief Referee role and responsibility was discussed. Emphasis will continue to be placed on recruiting, vetting, and selecting the best referees available for the World Skeet Shoot.

Marketing: Sherry Kerr to insert marketing brief, with complete report as attachment. (Sherry—take as much space as you need—communicating the marketing plans is very important).

Hall of Fame: Ken Keth provided the Hall of Fame Committee report and 2016 recommendations. After discussion, **Motion** by Robert DeFrancesco, second by Sam Armstrong to ask the Committee to reevaluate candidates who meet or exceed the minimum criteria and report back to the summer EC meeting. Approved by voice vote.

NSSA Hall of Fame & Museum: The 2016 Hall of Fame banquet will be held October 3, 2016 at the Courtyard by Marriot Westover Hills.

Museum Report: See attached report.

Ray Boller Award: After discussing the Past President’s Council & Ray Boller Award Review Committee’s recommendation, **Motion** by Gary Matthews, second by Billy Williams to select Ken Keth as the 2016 recipient of the Ray Boller award. Ken Keth recused himself from discussion and voting and left the room until further discussion and voting had been completed. Motion approved 7 yes, 2 no, & 2 abstentions by hand count.

Rules and Classification Committee: The Rules and Classification Committee recommended wording to clarify the defective ammunition rule as it relates to brass pulling off a hull between shots while shooting doubles. The recommended wording was accepted as a “housekeeping” item.

Instructor Certification: See attached report.

Information and Technology Report: See attached report.

National Shooting Complex: See attached report.

National Sporting Clays Association: See attached report.

Adjournment: **Motion** to Adjourn by Billy Williams, second by Gary Matthews. Approved by voice vote at 7:30PM.

Respectfully Submitted,

Donald J. Kelly
Secretary/Treasurer