

**NSSA Executive Committee Meeting
Marriott Fort Wayne
Fort Wayne, Indiana
May 24, 2012**

A. Roll Call – Meeting called to order by President Gast at 8:30 AM. Present were Bob DeFrancesco, Vice President; Jack Tans, Secretary/Treasurer; Sam Armstrong, Zone 2; John Haugh, Zone 3; Ken Keth, Zone 4; Donald Kelly for Ron Ausman, Zone 5, Gary Mathews, Zone 6; Bill Burke for Bill Wright, Zone 7; John Bratty, Zone 8; Bill Batty Immediate Past President. Also attending were Steve Scales, NSSA Finance Director; Rob Crow, Sporting Clay Director, Linda Mayes, Skeet Director, Phil Murray, CHM NSCA Executive Council; Michael Hampton, Jr., NSSA Executive Director. Rick Davis, Zone 9 and Mike Ferchaw were absent.

B. Minutes – Motion by Bob DeFrancesco, 2nd by Bill Batty to approve minutes of EC Meeting January 27, 2012; motion passed all in favor.

C. Upcoming Meetings – The annual Board of Directors meeting will be held on September 30, 2012 at the Beretta Pavilion in San Antonio, TX.

D. Officers, Zone & Executive Director Reports:

President – Pointed out that the issue of a Recreational Membership for the Association has not yet been resolved after some two years of discussion. Jim points out that he believes that both NSSA and NSCA must work together and agree on the proposals that will be forthcoming in order for the plans to be successful. These studies must find and detail some compelling reasons for recreational shooters to join a new membership plan and get them to become interested in joining a new organization. Jim thanked all the EC members for their work over the last year and a half. The period has been difficult and has seriously affected the shooting sports. We must find ways to generate member growth in both the NSSA and the NSCA.

Vice President – Reports that small shoots in the Northeast seem to be doing better this spring. Steve Scales reports that shooting fees for skeet are up. We are all looking forward to a good year. It was noted that skeet targets were up by some 375,000 over the same period last year.

Secretary/Treasurer – The association looks like it will have a good year financially. Lots of recreational shooting taking place at the home club in Wisconsin.

Executive Director – (1) Maintenance building is about 80% complete and should be finished very soon. Thanks to friend Bob Chestnut who has helped us with the electrical work. (2) Bathrooms on vendor row at NSC have been renovated and received many favorable compliments at the Blazer shoot in March. (3) Ez-Go has return as a sponsor under a new three-year contract. (4) The receivable from our friends at LaPorte has been completely paid as agreed.

Zone 2 – Small shoots in the area are up. Zone Shoot will be held this year at DuPont Fish and Game Club in Millington, MD. The Ladies Charity Shoot was restarted this year and raised some \$16,000 for the Wounded Warrior Project. Thanks to Becky Myers, Debbie Perry and several sponsors for their hard work.

Zone 3 – The small clubs in the area are throwing more targets and smaller shoots seem to be well attended. The club in Canton seems to have more “electricity”. Target fees at most clubs seem to be going up as costs of targets and other input continue to rise.

Zone 4 – The Masters was well received at the Forest City Club in Savannah. Forest City will also host the US Open event later this year. The Zone 4 shoot will be held in Jacksonville FL. Some clubs in the zone who are marketing well are having great success, while others are in need of more shooters. We need to help those clubs that need more shooters and maybe the Recreational Membership idea is the answer. Ralph Aaron is running some successful youth shooting camps in Georgia and Florida.

Zone 5 – Zone 5 shoot in Lincoln, NE this year. All indications are that 2012 will be a better year for registered shooting. A warm spring helped boost the participation of both early registered and recreational shooting.

Zone 6 – In Zone 6 shooting activity is up. Zone shoot this year will be held at the Blue Rock Club in North Little Rock, AK.

Zone 7 – Zone shoot was held in Las Vegas. The By Laws for the Zone have been changed to reduce the required number of delegates to meet a quorum. Attendance at the clubs in California has been about average.

Zone 8 – The “Downunder” Shoot had 35 participants with New Zealand portion of the shoot coming up. Several recent small shoots in Canada were noted to have had very good participation.

E. Budget & Finance

Steve Scales, Director of Finance, reported the following from the financial statements and from a report by Louise Terry, Finance Committee Chairperson.

- The Association is having a good start to the year; cash position is strong and target fees are up for both NSSA and NSCA for the current year-to-date.
- Bonus Bucks is doing well for generating new members.
- NSC operating activities and “club activities” has generated good cash flow and the NSC has turned to be self sustaining from a cash generation standpoint. This was not the case in the recent past.
- Steve reviewed the financial statements and answered questions relating to budget and last-year comparisons.

- The Association borrowed \$375,000 on a five year fixed rate term loan at 3.85% to finance the construction of several building projects (mostly the new maintenance building).
- Steve discussed the results of review by the Finance Committee of the Associations Life Member investment portfolio which presently totals almost \$2.5 million and had an increase last year of 7.2% compared to a benchmark of 7.5%.

Several other items were then discussed by the EC. Presently, Target Talk, the email news update, is managed for the NSSA/NSCA by MultiView, Inc. Because of various problems and some dissatisfaction, the contract with MultiView, Inc. is being terminated at July 31, 2012. It has been arranged to bring the operation of Target Talk in-house and be managed by Sherry Kerr, presently a consultant to the NSSA/NSCA.

Motion made by Jack Tans with second by Bill Batty that the NSSA/NSCA engage the services of Sherry Kerr to manage and operate Target Talk for the association. Services will be provided for a fee of \$1,000 per month and a one-time set-up fee of \$1800. Approved, all in favor.

The discussion with respect to Target Talk, an important form of communication with our members, then lead to a discussion of our two magazines which are also important communication pieces. We own, manage and publish *Skeet Shooting Review* and *Sporting Clays* is managed and published under contract until the end of 2015. Several ideas and suggestions were discussed with respect to the publishing of the magazines.

The Committee then discussed and reviewed Policy and Procedures for the NSSA Executive Director and NSSA Director of Finance with respect to entering into contracts, the handling of accounts payable, cash disbursements, petty cash and other internal procedures.

Motion made by Bob DeFrancesco with second by John Haugh to accept the Policy and Procedures and to review them on a bi-annual basis. Approved, all in favor.

The Committee then reviewed and discussed the several Capital Projects that are underway, their cost and their percentage of completion. Almost all the projects are complete and are under budget.

Annually, the Association must file form 990 tax returns with the IRS as do other 501(c)(3) entities. The tax returns are prepared by Steve Scales and our accountants Padgett, Stratemann & Co. It was noted that the forms had been reviewed by the NSSA Audit Committee and the Executive Committee after its review approved them to be submitted to the IRS.

Recently the Finance Committee in conjunction with our Investment Advisors reviewed the Investment Policy Statement which is the master written policy for managing the Life Member Investment portfolio. Some minor revisions were necessary as certain percentage investment allocations were out of date.

Motion made by Bob DeFrancesco with second by Bill Batty to approve the updated Investment Policy Statement for the NSSA. Approved, all in favor.

F. Long-Range Planning Committee

A report from the Long Range Planning Committee was then reviewed by the EC. The report details 11 projects that have been completed to update and make the NSC easier and nicer to use. The next large

project to be reviewed is the upgrade or replacement of the Rifle/Pistol Range. We have engaged a consultant to design a new Range which has been done, but the design includes more expense and complexity than we believe is required for a phased project. We have asked that the cost estimates be reworked and that Steve Scales should begin to build a financial business case to help determine the payback of the investment that will be required. It was also noted that the present Rifle/Pistol range will be closed after July 2012 and no other events will be scheduled. Information on this project will next be reviewed in October at the World Shoot.

G. Unfinished Business

Discussion then opened with respect to asking the NSSA Directors to amend the Bylaws to remove Zone 9 from our official Zone arrangement and that each branch of the military will have the opportunity to elect one director. Active military personnel can be members and be represented by the Association in their home state or where they are based. The change is necessitated by the changes in the number of military members in the NSSA. President Gast will write his President's letter in the next couple of months to explain the proposed change to the directors.

Motion Made by Bill Batty and second by Bill Burke to send the Proposed Zone 9 Bylaws change to the Directors meeting on September 30, 2012. Such vote, if approved, would be effective November 1, 2012. Approved, all in favor.

I. New Business

- NSSA member Jeff Richardson's request to retain residency in Zone 3 while living in West Virginia.

Motion by Bob DeFrancesco and second by Sam Armstrong to approve the request of Jeff Richardson to retain residency in Zone 3. Approved, all in favor.

- The issue of referee pay at the Masters Shoot was discussed. Presently referees are paid \$145 per day at the Masters and \$165 plus room expense at the World Shoot. John believes the pay scale should be adjusted so they are similar. Since the profit margin to the NSSA is small the proposed increase would affect the result unfavorably. There was a consensus to table the request and discuss it again as the pending Masters contract is negotiated after the 2012 US Open.
- John Haugh then opened a discussion with respect point system that has been developed for the purpose of assisting the Hall of Fame Committee and the Executive Committee to determine candidates for the NSSA Hall of Fame. It was pointed out that the point system is being presented to assist in the selection of various candidates for the Hall of Fame and will not replace the present criteria for induction. After discussion it was agreed by consensus that the proposed point system would be useful, should and could have some slight modifications and that it should be implemented.
- The NSSA has researched and arranged a system whereby money that individuals who are presently NSSA members may contribute money to cover expenses for young people to participate in the Olympic Games. Also, other 501(c)(3) entities may use this system to assist a particular individual with money to cover expenses before being named to the Olympic team.

- NSSA Bylaws require that the Executive Committee nominate a slate of officers for election by the NSSA directors.

Motion by Ken Keth and second by Bill Batty that the Executive Committee nominate Bob DeFrancesco, President; John Tans, Vice President and John Haugh, secretary/treasurer for the two year period beginning November 1, 2012. Approved, all in favor.

- NSSA target fees. Financial Director, Steve Scales presented the EC with data from the past ten years regarding increases in daily expenses incurred during the operation of the NSSA. Also discussed was the effort to keep all expenses to a minimum, and he pointed out various saving which so far have been attained. The budgeting process and P&L were reviewed along with expenditures relating to the NSC, NSSA, NSCA, headquarter and staff expense. After discussion the EC members unanimously agreed that a fee increase was justified to maintain the current level of services available to our membership since the last fee increase, and to continue to improve our high level of operational capability.

All agreed that the final decision for a target fee increase for the shoot year 2013 should be made by the EC at the October meeting, after soliciting input from the Directors. This input will include a survey questionnaire and supporting documentation and will allow time for the Directors to solicit input from the NSSA membership during the month of August.

- Ken Keth, asked that a waiver be given with respect to printing and mailing a US Open program to all participants of the shoot. It was agreed by consensus that the rule should be waived to include that a detailed shoot program must be mailed or posted on a US Open website so that all participants can become informed as to the program.

J. Information and technology Update

Sherry Kerr presented a written update with respect to the NSSA website, Facebook/Twitter, Target Talk and other related matters.

K. NSSA Director Report

- Linda Mayes discussed the recent Masters Shoot at the Forest City Gun Club in Savannah. 363 shooters attended the event. There were some target problems, particularly at the beginning of the shoot, and these problems were discussed in detail and presented to FCGC officials on Monday morning after the shoot. They indicated that the issues would be resolved before the US Open to be held in September at the FCGC. The NSSA contract with FCGC is open for renewal for the 2013 shoot and it was agreed that the continuation of the Masters would be dependant on the handling and success of the US Open.
- Changes to the 2012 World Shoot will be communicated to all of our members.
- Bring a Friend and free entries will again be used this year at the World Shoot.
- Hall of Fame Banquet will be held October 1, 2012 at the Courtyard by Marriott San Antonio.

- NSSA Target Statistics- Target count for the year-to-date is up by 375,000 from the same time last year. Figures have been positively impacted by the favorable spring weather and should carry through to a good year. Membership is also up.
- Club of the Year and Association of the Year awards have been selected and awarded primarily upon the number of targets thrown. The criteria should include greater involvement, i.e. SCTP programs, other youth shooting, leagues formed and the like. Linda suggested that the selection be made by nomination rather than pure statistics. The specifics for such awards will be worked on and discussed at a future meeting.
- A discussion was opened with respect to monthly targets being used for certain awards.

Motion was made y Bill Batty and second by Sam Armstrong that monthly targets be eliminated from consideration of individual or team High Average recognition effective for the 2012 year. Approved all in favor.

O. Past Presidents Update

Bill Batty commented on his past 20 years of service to the NSSA/NSCA. He has recently become very active in the SCTP form his club and through his State Association and commented on the growth and success of the SCTP Program on both a State and National level. The organization has been strengthened with a new Executive Director and new board members including Louise Terry as Board Chairman.

P. SCTP Update

Michael gave an overview of recent SCTP activities to include the new Executive Director and Board members, development directors and the growth of the program. Many new sponsors have been attracted to the program as they have seen the success of the management changes take place. Special recognition was noted to Larry and Brenda Potterfield for their continuing financial support of the SCTP program.

Michael noted that the SCTP is looking to add members to the Board.

Q. Rules and Classification

New Rule Book with recently approved changes will go to print in July.

R. NSCA Director Report

Robert Crow gave an update of NSCA activities.

- Membership for the NSCA is up about 4% for the year-to-date and total targets thrown are up about 5% year over year.
- The US Open sporting clay championship will be held at the Caribou Gun Club in Minnesota this year and next year will be at the Backwoods Quail Club in South Carolina.
- The National Championship presently has 832 registrants and with some changes that have been made to the format the total registration can be up to 2000 as compared to 1600 in 2011.

The NSCA has reorganized its regional format to include 5 rather than 7 regional shoots, and these five along with the US Open and the Nationals format the seven shoots as Team USA qualifiers.

Recreational Membership update

Jim Gast and Phil Murray led a discussion with respect to the current work that has been done and plans that are under way for the formation of a Recreational Membership and other marketing programs.

Both the NSSA and the NSCA have committees working on plans for marketing and the recreational membership. The NSSA report has been recently updated and the NSCA report is soon to be forthcoming. It was agreed that upon receipt of the reports that they would be reviewed (probably by the NSSA/NSCA steering committee) and from the two reports a direction for the program will be determined.

Meeting adjourned at approximately 4:30 PM

Respectfully submitted,

Jack Tans
Secretary/Treasurer