

**NSSA Executive Committee Meeting
Marriott Fort Wayne
Fort Wayne, Indiana
May 26, 2011**

A. Roll Call – Meeting called to order by President Gast at 8:30 AM. Present were Bob DeFrancesco, Vice President; Jack Tans, Secretary/Treasurer, Mike Ferchaw, Zone 1; Sam Armstrong, Zone 2; John Haugh, Zone 3; Ken Keth, Zone 4; 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; Phil Murray, CHM NSCA Executive Council; Michael Hampton, Jr., NSSA Executive Director (by telephone). Rick Davis, Zone 9 was absent.

B. Minutes – Motion by Ken Keth, 2nd by Gary Mathews to approve minutes of EC Meeting January 28, 2011; motion passed all in favor.

C. Upcoming Meetings – The annual Board of Directors meeting will be held on October 2, 2011 at the Beretta Pavilion in San Antonio, TX.

D. Officers, Zone & Executive Director Reports:

President – Big shoots for both the NSCA and the NSSA are doing very well despite the difficult economy. We continue to see small shoots of 30 -50 shooters and clubs that offer those shoots to decline, and we need those clubs and those targets in the Association. The staff in San Antonio is doing a fine job in expanding participation at the NSC and the staff continues to seek ways to help individual clubs in any way possible. EC members should remind directors and clubs to use CLM's, as many of them are renewed the following year as regular members. Financials are doing well for the year.

Vice President – Reports that large shoots are doing well in the Eastern part of the country and small shoots are doing a bit better if there is added money for Champion and Runner-up. The shooting season is just getting started in the colder climates and the early spring weather has not been good.

Secretary/Treasurer – The association has many things to accomplish including structure of operating committees, long range planning, projects at the NSC including plans a West Vender Row building, a new maintenance facility, improving the rifle and pistol range and plans for a Recreational Membership. Although the task seems daunting, they can be accomplished by selecting two or three of them and seeing them to completion. Sometimes we have too many alternatives and fail to see completion of any of them.

Executive Director – (1) Water in both wells has been tested by an independent service and found to be of satisfactory quality. Chlorine pumps have been inspected, tested and properly calibrated. (2) A bid has been received to construct a 3600 foot road from East to West for better access and use for Sporting Clays and particularly for the Sporting Clays National Tournament. Cost for clearing, grading, culverts and 2700 tons of base material has an estimated cost of \$115,000. Other bids and alternative proposals will be reviewed. We will also be looking for ways to finance this project as it is very important for the future of the large Sporting Clay events. John Haugh, Phil Murray, Steve Scales and Michael Hampton will discuss and review alternatives and options that may be available to get the project under way by August of 2011. (3) A recent bid was received from Lake/Flato Architects to complete design and provide construction plans for the several smaller parts of the Long Range Master Plan for the NSC. The services contemplated by Lake/Flato are considered too expensive and they choose to either be all in

or all out, so alternatives are being considered. Lake/Flato will certainly be considered if, in the future, we take-up some or all of the larger construction projects that were considered under the Master Plan for the NSC. We have diagrams, layouts and pictures from Lake/Flato and it is suggested that they be provided to others for their review and bids to provide the construction drawings for this portion of the project. If we prioritize the projects, the maintenance building, the comfort station at the maintenance building and the vendor building fall into that order. Michael will proceed with getting some bids for this work. (4) We have a bid for \$23,000 from Clark Vargas to do design work and marketing study for the Rifle Pistol Range. We need to have Vargas tell us that the financial basics for the project are going to be favorable or unfavorable. Funds have been allocated for the Vargas design work.

President Jim Gast reminded all that the 18 month Master Plan work for the NGC was not going to be abandoned and that in the future if we can get more members and generate more revenue that other pieces of the plan will be considered along with a fund raising campaign to finance them.

(5) The Sporting Arrow project is under way by LaPorte. We will be selling machines for LaPorte and receiving a commission for each sale, but if the machines are not sold they will be returned to LaPorte with no financial risk to the Association.

Zone 1 – Small shoots doing well in Upper New York area. Still early in the shoot year to be seeing clear trends

Zone 2 – Small shoots doing OK in this area. The Armed Forces and Plecher shoots were well attended as was a recent shoot in Pennsylvania.

Zone 3 – The club in Fort Wayne is holding its first shoot and there is a new and revised shoot scheduled for Canton, Ohio.

Zone 4 – The Masters was well received at the Forest City Club in Savannah. The Zone 4 shoot will be held there. The Florida Winter shoots were very well attended by the snow birds, but the summer shoots are suffering because the shooters are getting older and shooting less. We need to get young people active with SCTP and with youth camps and the like. The clubs in Herlbert and Harris County which were assisted with NSSA grants have now held their first shoots.

Zone 5 – Zone 5 shoot is at the Gateway club in St Louis this year. The big 3-I shoot in Peoria was well attended. Bill Kray at Clay Delay, Inc. has donated an auto-puller to be raffled by Zone 5 to raise funds for a Friday Party at the Zone Shoot. Shooting volume is up at the World Shooting and Recreational Center in Sparta, Illinois.

Zone 6 – In Oklahoma shooting activity is up. In Texas, both the Pan American Shoot and the Dallas Metro Shoots were full. Waco is busy preparing for the US Open Shoot in September.

Zone 8 – The “Downunder” Shoot had 12 participants. An all Canadian Skeet team has been named in order to get more people to participate in the sport.

E. Budget & Finance

Steve Scales, Director of Finance, reported that the Association was having a good year from a financial standpoint. The World English Shoot was well attended and the Southwestern Grand was down somewhat,

but better than last year when the event was washed out by rain. Cash position is good and Steve projects that we will not have to borrow this year to meet seasonal cash flow needs. YTD the association remains \$30-40,000 better than plan from operating activities. The stock market has done well this year with an increase of almost \$250,000. in the Life Member Investment Fund.

The Association has collected \$9,565 in dues YTD from memberships at the NSC. Steve also reports that we will receive more than \$200,000 from the company that recovered lead from the NGC property. \$65,000 of those funds had been previously been earmarked for expenses under the Master Plan and \$58,000 to upgrade the water system and fund the consulting work for the Rifle Pistol Range, along with \$3,000 for a study of electrical capacity.

Steve went on to review the written Finance Committee report that was submitted by Louise Terry, Finance Committee Chairman that detailed the use of lead reclamation funds as detailed above.

Steve presented an Actuarial Study of the funding requirements of the Life Member Investment Fund. The study showed that the current value of the fund to be more than required to cover ongoing expenses for the life members of the Association.

Motion made by Bobby DeFransesco and second Bill Batty to accept Finance Committee report and to designate over funding from the Life Member Investment Fund as “Designated Facilities Funds” to cover certain expenses of the amended Master Plan as recommended from time-to-time by the Finance Committee and approved by the Executive Committee. Approved, all in favor.

Steve then led a discussion with respect to security on the NGC grounds and the present set-up of security cameras and a general discussion of security on the grounds during the large shoots. There is a need to upgrade the security in the club house and on the grounds with 24 hour on-going security cameras. Cost of the upgrade is estimated to be \$20,500 with the money coming from increased shooting revenues at the NSC. The proposal was approved by general concurrence.

Jack Tans reporting for the Finance Committee suggested that as part of an on going portfolio review with our portfolio managers, that one of our investments, Harbor International Growth Fund be replaced with Oppenheimer International Growth Fund (OIGYX) and Oppenheimer Developing Markets Fund (ODVYX).

Motion made by Jack Tans and Second by Bobby DeFransesco to approve the proposed investment fund changes. Approved, all in favor.

F. Long Range Planning Committee

Louise Terry, Chairman of the Long Range Planning Committee prepared a written report that detailed several important areas of review by the Long Range Planning Committee. They included the following; (1) the successful initial efforts to make the NSC operate as a club and the initial favorable operating results. (2) The recommendation that the NSSA and NSCA need further discussion on the important issue of the Recreational Membership proposal. (3) A thorough review of the NSC Facilities Master Plan and the work that needs to be done. The Master Plan has been placed on hold for the near time period, but there are still several interim items that need to be financed and completed. They include the upgrade and improvements to the water system, investigation on improvements to the Rifle/Pistol range, construction of a new

maintenance barn to replace the old maintenance shop which was removed and possible construction of a new west retail vendor building. In addition, there has been continuing discussion on hiring a Director of Development after developing a job description and focusing on exactly what daily job duties would be.

Louise also suggests that the work of the Committee with respect to the Master Plan for the next 5-10 years has been implemented and goes on to suggest that the work of completing the plans should be moved to a revamped Facilities Committee. See New Business below.

G. Unfinished Business

A long discussion and review of the on going work of generating operating revenue through shooting fees and memberships by making the NSC a club operation for the use our members and shooting enthusiasts in the San Antonio area. Membership costs and shooting fees were discussed.

I. New Business

A discussion of on going committee work with respect to future needs was discussed. It was agreed that there is need for a Long Range Planning Committee, a Steering Committee and a Facilities Committee. A group to plan more work with the Recreational Membership also needs to be designed. President Gast and Phil Murray will review and discuss the several committees and recommend members from both the NSSA and NSCA groups to populate these important committees.

The NSSA received a request from a group of shooters from Scotland to become independent from the BSSA. After some discussion there was the following motion:

Motion made by Bill Batty and seconded by Bob DeFransesco to allow the shooters in Scotland to form the Caledonian Skeet Shooting Association. Approved, all in favor.

There has been an ongoing discussion with respect to the use of credit cards to pay for optional purses at NSSA and NSCA shoots. Several tests of requiring cash only for options payments has been tested with out any reported problems. Therefore:

A motion made by Bob DeFransesco, second by Sam Armstrong that credit cards not be accepted for payment of any optional purse money at any NSSA/NSCA shoot. Approved, all in favor.

Ron Ausman brought up the issue of "classing-up" by senior shooters to higher concurrent classes. Other younger shooters have requested the same rule. It was agreed that no change is warranted at this time.

Ken Keth suggested we clarify the dates with respect to CLM's. It was agreed that CLM memberships taken out in the last 90 days of the shoot year would be rolled forward to the next shoot year.

President Jim Gast read and reviewed an Administration and Finance Policy document that details the duties and powers for the Executive Director and Director of Finance. The document will direct them with respect to handling of funds, temporary restricted funds, budgeting and the like.

A motion was made by Bill Batty and second by Bob DeFransesco to approve the policy document.. Approved, all in favor.

Ken Keth suggested that the Association should have a Policy and Procedures Manual such that activities related from Administration and Finance to scholarships would be detailed with appropriate policy and "how to do" such various activities. There are presently some such written material, but the source is not complete. Steve Scales will follow this project and Bill Burke offered to provide some sample material from his work place.

L. NSSA Shoots

World Shoot Advisory Report: Have to work to do better with additional targets as last year the rules were confusing with respect to reclassification. Rule is in place to avoid the selection of targets that count for a particular event. It was agreed that an exception to the rule would be made by the EC for the 2011 World Shoot program such that any extra targets shot during the World Shoot would not be subject to re-classification. Such modification was discussed with the Rules Committee and confirmation was received that the EC could request the waiver of the rule for the 2011 shoot.

Discussion ensued with respect to using the Briley Wand for the World Shoot and for World Shoot shoot-offs. It was agreed by occurrence that the Briley Wand would be used for the World Shoot at the option of each squad and that the Briley Wand would be used for all shoot-offs. The Briley Wand is to be used "on automatic release" rather than manual release.

In order to enhance participation in the World Skeet Shoot a program to offer one-gun free entry into the event is again being offered for 2011. One free entry for each Zone is available and one entry for each state is available to a shooter who has never been to the World Shoot. Forms for entry and qualifying criteria will be available in the *Skeet Shooting Review* and the NSSA website.

It was agreed that for the 2011 Vintage World Skeet Championship and the 2011 International Skeet Championship the NSSA would support each event with a contribution of \$250.

N. NSSA Hall of Fame

It has been suggested that NSSA honor people in our industry with a Meritorious Advancement Award. This is proposed to be an open and not annual award. It is suggested that Claude Purbaugh, Jess Briley, Larry Kolar and Don Mainland be honored in 2011.

Motion made by Bobby DeFransesco second by Mike Ferchaw to proceed with the NSSA Meritorious Advancement Award. Approved, all in favor.

P. Past President's Report

Past Presidents have been discussing the World Shoot and the process of shoot-offs for the same, the food service for the Wednesday night "fun night" and generally upgrading the experience of those that attend the World Shoot.

Q. SCTP Report

Bill Batty gave a report on SCTP participation in the country. Most of the present participants in the SCTP program are presently shooting trap, however there has been a recent trend for more skeet participation, particularly since there is now some endowment funds available to support both the high school and collegiate divisions of youth programs.

R. NSCA Director Report

Robert Crow reported that the NSCA US Open was very well supported with some 1030 shooters in total. Robert detailed some of the shooter numbers and statistics and noted that the daily fees for the NSCA are being increased by \$1.00/100 on July 1, 2011. Funds are to be used for marketing purposes. 2011 is an election year for the NSCA and members will be electing National, Regional and Advisory Council members.

S. Skeet Director Report

Linda Steen reported that the Masters was well received at the Forest City Gun Club in Savannah and hosted some 351 shooters. She is working with shoot management in preparation for the US Open in Waco, TX.

Linda also discussed the fact that the Valerio skeet software used to run the large shoots cannot provide for a concurrent fee and for a purse related to the concurrent entry. A bid was received from Mike Valerio to provide the ability for an optional concurrent purse for a fee of \$900.

Motion made by Bobby DeFrancesco and second by Jack Tans to proceed with the change to the Valerio skeet software to enable the processing of a concurrent optional purse. Approved, all in favor.

The EC then entered into a long discussion with respect to two related issues, the hiring of a Director of Development and the creation of a Recreational division. The NSCA and the NSSA have different approaches to the issue and it is important that they be thoroughly discussed and reviewed before a decision can be made.

It was agreed that Phil Murray, John Haugh and Ron Ausman should form a working group to proceed with work on an agreement and mission statement for the Recreational Division and work on a job description for a Director of Development. The initial thought is that the Director of Development will play an important part in the Recreational Division. The small group will report to the NSSA and NSCA by September 1, 2011

Respectfully submitted,

Jack Tans
Secretary/Treasurer
Final 7/11/11

