



EXECUTIVE COMMITTEE MEETING MINUTES
July 12, 2018
8:30am – Courtyard by Marriott Novi, MI

Participants:

President- John Haugh
Vice President- Don Kelly
Secretary/Treasurer- Chris Naler
Assistant Secretary/Treasurer- Meredith Tunick
Past President- Jack Tans
Zone 1- Michael Ferchaw
Zone 2- Alessandro Vitale (Not present, but designated Meredith Tunick to represent Zone 2)
Zone 3- Tom Pavlack
Zone 4- Jim Tiner
Zone 5- Steve Patke
Zone 6- Gary Matthews
Zone 7- Billy D. Williams
Zone 8- Steven Malcolm
Zone 9- Dave Wood (Excused Absence)
NSSA Executive Director- Michael Hampton
NSSA Finance- Steve Scales
Special Projects- Nathan Boyd
Skeet Director- Gary Burley
Long Range Planning Committee Chairman & Finance Committee Chairman- Louise Terry

A. ROLL CALL (CN)

NSSA President called the meeting to order at 8:24 AM.

NSSA Secretary took roll call. All officers were present with the exception of Alessandro Vitale (Zone 2), whom via email designated Meredith Tunick to serve as Zone 2 in his absence. Dave Wood (Zone 9) had an excused absence.

1. NSSA Officers, Executive Committee & Directors' List (Front Pocket) (CN)
2. 2017 – 2018 NSSA Committees Roster (CN)
 - This Roster will be updated for the World Shoot meetings to reflect the results of the 2019 elections underway now.
 - Each Committee will also have an updated charter approved by the Executive Committee.
3. NSSA / NSCA Management Chart (CN)
4. New BOD List with votes (GB)

B. MINUTES

1. Approve Minutes of EC Meeting January 19-20, 2018 (CN)

Motion: Motion made to approve the minutes. (M: Jim Tiner / 2nd: Jack Tans). Minutes approved unanimous voice vote.

C. UPCOMING MEETINGS

1. Executive Committee Meeting – September 28, 2018 - NSC Complex

John Haugh notified the EC that the September meeting is slated to begin at 7:30 AM.

2. Board of Directors Meeting – September 30, 2018 - NSC Complex (Beretta Pavilion)
6:45pm dinner - 7:45pm meeting

D. MARKETING & COMMUNICATIONS

1. Communications Report (SK)

Action Item: EC agreed to amend the voting duration of the NSSA Director's election period to the minimum 30 days, as outlined in the NSSA bylaws (e.g. 1-30 June).

2. Marketing Report (MCA)

MCA provided an overview of its marketing efforts.

Action Item: NSSA President tasked MCA to assess how to improve customer/member communications when members contact NSSA HQ (e.g. customer care center model).

Need to focus on CLM & Clubs.

Evaluate the creation of a new Joint Committee on Communications. ?

Naler: What are the revenue streams? We should look at CLM value and determine if it is valuable. (E.g. referenced revenue from NSC events in 2016-2017).

John Haugh: this is a positive report in a positive direction. We need to provide an update to the Membership. Message- we are on the right path and we are getting value for our dollars spent.

3. Sponsorship & Advertising Report (KH)

Kris Hampton provided an overview of NSSA/NSCA/NSC sponsorship and advertising sales (print, digital, sponsorship). This contract is an annual contract and is subject to a competitive rate review each year. As part of her overview, Kris indicated that they are on track to meet or exceed set category goals. Effective July 6, Kris has achieved 95% of the annual goal.

Action Item: Reevaluate the cost and benefits for NSC use to expand advertising and

communications options with electronic billboards.

E. OLD BUSINESS

1. Director of Marketing Job Description (MH)

No action.

2. Director of Endowments Job Description (MH)

No action.

Chris Naler & Jim Tiner- suggestion to create a Joint Marketing Committee between NSSA and NSCA.

3. BOD Handbook (NB)

The BOD Handbook was finalized and implemented. NSSA will distribute the BOD Handbook to all (current and new) NSSA Directors. The BOD Handbook outlines the expectations of the Director's role and responsibilities.

4. One Gun Game Update (GB)

Intended to launch in 2019; 4 clubs are doing this now as "Beta tests" at their monthly shoots with great success. Nathan Boyd is pursuing development of a new App to record scores for the OGG. Gary Burley will continue to evaluate the development of the program.

F. NEW BUSINESS

1. Masters Contract (GB)

Number of registered shooters was down this year. Krieghoff, Dupont Krieghoff, and White Flyer indicated that they will continue to support as sponsors. Gary requested guidance on the contract in terms of duration.

Don Kelly- propose adopting and renegotiating a 3-year contract with annual review with an exit clause for non-performance. Additionally, "if required" the host club would fund the services of Barney Brown for trap maintenance and support in preparation of the shoot and during execution of the event.

2. Joint Committees/Industry Committees/Additional Committees (MH)

Michael Hampton provided an overview of the management of Joint Committees, Industry Committees, etc.

3. Unofficial Websites (GB/MH)

Michael Hampton reported that NSSA plans to contact individuals that run unofficial websites, social media accounts, etc NSSA sites that utilize NSSA content, and request that they include a disclaimer indicating the unofficial status of their websites, accounts, etc.

4. Instructor Recognition Program (CN/MH)

Chris Naler presented an idea to create a formal NSSA Instructor Recognition Program. This item was tabled for further evaluation.

5. Headquarters Staffing Update (MH)

6. Request for reinstatement (GB)

7. Referee Shoot Recognition at World Shoot (GB)

Motion: To allow for referees that shoot the referee event during the World Shoot, to be credited for World Shoot attendance, beginning in 2018 (M: Jim Tiner / 2d: Michael Ferchaw). Motion approved unanimously by voice vote.

Motion: For purposes of recognition, define World Shoot participation is as anyone shooting an event at either the Mini or the Main beginning in 2018. (M: Don Kelly / 2d: Steve Malcolm). Motion approved. Jim abstained. Tom Pavlack opposed.

8. Zone Payout and Distribution (TP)

Action Item: Michael Hampton to send out additional guidance to Zones to clarify payout and distribution of awards at Zone shoots.

9. State Shoot Grant Proposal (TP)

Gary Burley and Nathan Boyd will continue to provide additional research. This topic to be revisited during the EC Fall meeting in September.

10. Discussion on printed magazine (SM)

11. State Association Required membership for crossfire shooters (MH)

Action Item: This discussion is to be continued when data has been collected to determine the extent of the problem (i.e. how many States, depending on their Bylaws, are actually affected by this issue).

12. World Record Discussion For Kolar Elite for Giambrone for 5x500

EC approved recognition of Giambrone for 5x500 at the 2018 Kolar Elite in accordance with the shoot program.

G. EXECUTIVE SESSION

H. LUNCH

I. BUDGET / FINANCE

1. Finance Committee Report (LT)
2. May 2018 YTD Financial Statements (SS)
3. Financial Overview of Major Spring Events (SS)
 - a. 2018 Blaser Skeet Classic
 - b. 2018 Southwestern Grand
 - c. 2018 Krieghoff Masters
4. Cell Tower Cash Flow (2017) (SS)
5. Form 990 Review (SS)
6. Corporate Policy Bi-annual Review (SS)

During the Audit Committee review, it was recommended that a Whistle-Blower Policy be created for NSSA and approved by the Executive Committee. Audit committee with review and make recommendations to Sept 2018 EC meeting.

Motion: To extend through 31 July 2020 NSSA policies ACT101, ACT102, ACT103, ACT110, ACT112, ADM110, ACT112, ADM111, ADM112, and ADM202 (M: Jack Tans / 2d: Billy Williams). Motion approved by unanimous voice vote.

7. Update on AG Extension (SS)
8. Update on Credit Card Processing (SS)
9. Update on Line of Credit (SS)
10. Life Membership Update (SS)
11. New Personnel-Accounting & Finance (SS)

J. INFORMATION TECHNOLOGY

1. IT Project Update (GB)
2. Director's Report (GB)

K. NATIONAL SKEET SHOOTING ASSOCIATION (GB)

1. NSSA Director's Report (GB)
2. Membership Statistics
3. Target Statistics
4. Membership State and Country Report (Back Pocket)

Action: Review membership dues across all categories in both disciplines (NSSA & NSCA) in prep for 28 Sept EC.

5. 2018 World Championship
 - a. Free Entries from State and Zone
 - b. Bring A Friend Program
 - c. World Shoot Program
 - d. World Gun Awards criteria
 - e. Proof Ammo-still a valid need?
 - f. 2019 World Shoot format
 - g. Shade & Picnic Tables
 - h. Any other Discussion Items

NSSA President confirmed that the 2019 World Shoot format will be the identical shoot format as in 2018.

Motion- To allocate up to \$2500 (club grant) for Puerto Rico club to assist in rebuilding their club from Sept 2017 devastating hurricane. (M: Jim Tiner / 2d: Michael Ferchaw). Motion approved unanimously by voice vote.

6. U.S. Open – 2019 Host Club – Rochester Brooks (Awards from this year) (GB)

Motion: To approve the 2019 US Open be held at Rochester Brooks (M: Jack Tans / 2d: Steve Malcolm). Motion approved by unanimous voice vote.

Action Item: Ask US Open Committee to review criteria regarding rotation of the shoot east to west, and provide recommendation to EC in September.

7. Junior World (NB)
 - a. 2019 Host Club

2019 bids have been received from Ft. Bragg (NC) and the Cardinal Center (OH), and bids are expected from Jacksonville (FL) and Sparta (IL).

Motion: to award All-American points to Juniors at the Mini World (M: Jim Tiner/ 2d: Gary Matthews). Motion did not pass.

8. Youth Shooting (NB)

Action Item: For the Sept. EC meeting, assess if we can help a club in need, create a new NSSA-sponsored shoot (possible 4 regional shoots), and/or create a "shoot tour."

L. OFFICERS REPORTS & ZONE REPORTS (JH)

ZONE 1 REPORT: The Zone 1 Shoot will be at RB this year. Registration is just starting so no report on attendance yet.

We hold a raffle every year with some of the top prizes: Rem 1100, Al Ange pouch and belt, and Entries to the World or mini, and 2018 Zone 1 Shoot. Also, there are \$100 cash prizes. This raffle helps pay for \$1000 added money from the Zone.

Andrea Lehr sent the following info: Our Zone registration is next week, but two mass e-mails have gone to all Zone shooters, first with the entry flyer, second with the program which has also been sent to NSSA for reimbursement of \$1000. Another e-mail to go out this week with the flyer. Flyer and program are up on www.nyskeet.com and www.rbgunclub.com.

The only outstanding issue I have as Chairman of the US Open Committee is the fact that the EC has not officially approved RB hosting this shoot in 2019 -- our bid was submitted on a timely basis, but EC left the Dec. 31 deadline open to March 31, in case some other east-side club wanted to bid.

We should address this issue at the summer meeting. I asked for any concerns from the Zone 1 directors. No one had any issues that need addressed at our meeting. - Michael Ferchaw

ZONE 2 REPORT: The skeet season is hitting full stride in Zone 2. Were fortunate to have a shoot almost every weekend from April - September. Everyone in has been working to increase attendance and "re-activate" shooters who haven't shot competitive in a few years. We were happy to have Bobby Uknalis and squad back at the Harry Wright Shoot at Loch Raven.

The Lock Raven summer youth camp was another huge success thanks to the support of the Larry Seward memorial fund. Mark Pollak, Jon Myrick and Shirl Seward worked hard each day making it fun and educational for all the kids!

The Salisbury Gun Club has close to \$40,000 of all new skeet machines and at a recent tournament not one broken Target was thrown! Special thanks to Dan Livingston and all the volunteers at the Salisbury Gun Club! We look forward to hosting the Maryland State Championships there later this month! It's one of the best clubs in our zone and without a doubt the best food!

The Mason Dixon & The North South we're also a big success. Thanks to Loch Raven and Debbi Perry and John Waters for a great shoot and fantastic prizes!!!

The biggest success in Zone 2 was the Elite Shoot. Great turn out, perfect targets, looking forward to next year! With the help of Bobby DeFrancesco I have been trying to contact key people to inquire about 2-3 night variance so we can have temporary lights on the fields. The overall economic impact is great and the last 3 years of big successful shoots has demonstrated that to the community. I'm happy to report no issues that I'm aware of from any clubs or members. - Alessandro Vitale

ZONE 3 REPORT:

The **Mid-America** at St Joe Valley Conservation Club had over 200 4-gun shooters and was a big success. Weather was good and shooters content.

- Shoots throughout the zone are proceeding but attendance could be better.
- The Cardinal Shooting Center is hosting the **SCTP nationals** again this year.

It has been brought to my attention that some states have a very poor attendance for their respective state shoot. Due to poor participation, it becomes a financial hardship on the club and state association to hand out awards to their state champs. Due to this situation, a NSSA grant proposal has been offered to assist and is will be discussed in “new business”.

A new world record was established at the **Great 28** hosted by Gun River Skeet & Trap Club (Plainwell, MI). Bruce Christian shot a 395 HOA for the 400 bird all 28 gauge event. As a reminder, if an individual or team wants to be recognized for the world record achievement, it’s their responsibility to submit the application (not the club or shoot management).

ZONE 4 REPORT: No written report provided.

ZONE 5 REPORT: It appears to me that shoot attendance is down throughout the Zone. St Louis Skeet and Trap is back up and running and had a successful St Louis Open shoot the weekend of June 30. World Shooting and Recreation Center (Sparta) has expressed an interest in hosting the Junior World for 2019. Monica Brackman is the contact there. The 2018 Zone 5 Championship will be held the weekend of August 10-12 at Sauk Prairie Skeet Club. The committee there is excited and has been working hard to make sure we have another successful Zone 5 shoot. -Steve Patke

ZONE 6 REPORT: All is well in Zone 6 with successful shoots throughout the zone. Zone 6 will have an i-shoot for the Zone VI Championship. This year Comal County Sports Club (Spring Branch, Tx) will be a first-time participant as a host club. At this time, 165 are squaded with 33 at Comal. – Gary Matthews

ZONE 7 REPORT:

- 2018 Zone 7 shoot was held in late April at the Kern County Gun Club in Bakersfield, CA, April 27 – 29.
 - Shoot was full at 150 shooters with most getting in from the wait list.
- The 2018 Armed Forces shoot was held in Tucson, AZ in May.
 - Attendance was lower than anticipated.
 - There was a suggestion that a deposit be required to help stop late withdrawals or no shows.
- Zone 7 is offering a small sponsorship for any junior and sub junior that attend the 2018 Junior World shoot. Monies will be sent to the shoot to be applied to their registration..

- The 2019 Zone 7 shoot is scheduled to be at the Tucson Trap and Skeet Club in Tucson, AZ in late April 2019. Dates have not been confirmed.

-Billy D Williams

ZONE 8 REPORT: Feedback was received from the majority of my NSSA Directors in Zone 8. It appears that “by and large” things are going well around the world. Attendance at shoots are on par or up slightly from last year. The Zone 8 Championship will be taking place as a satellite shoot as per normal and we expect decent participation throughout the Zone, even with the inherent problems of having 24 time zones and differing seasons to cover off.

Attendance at the World Championships should be strong from Zone 8 Shooters this year with the usual high levels of participation from the UK, Australia and New Zealand. There should be a much higher number of Canadians than the last couple of years from what I have heard.

I have had a suggestion to allow Life Members to “Opt Out” of receiving the hard copy of the Clay Target Nation magazine. I would imagine that this can be done manually, but can we do it more systematically so that we would cut down on the mailing costs to the Life Members, especially in Zone 8 where as we saw a couple of years ago it was extremely high. Certainly not to just cut off the magazine, but to explain to the life members about the costs. Personally, I am a Life Member, receive the hard copy of the magazine and read it on-line. I can read the hard copy at my gun club as we get two copies sent there. –Steve Malcolm

ZONE 9 REPORT: The Armed Services Skeet Championships were held May 14-18 at the Tucson Trap and Skeet Club. One hundred three ML, RM, and MV contestants participated from all branches of the service. SGT Dustan Taylor, U.S. Army, was HOA champion. All other results can be found on the scoreboard (<http://mynssa.nssa-nasca.org/NSSA/Scoreboard/2018/NSSA-SBU-2018-05.pdf>). We had no inductions to the Armed Forces Skeet Association Hall of Fame this year. Next year’s ASSC will be 13-17 May 2019, at the Conservation Club of Virginia. – Dave Wood

M. LONG RANGE PLANNING COMMITTEE (LT)

NSC Project status:

Steve will have an updated chart for us at the EC meeting recapping expenditures for all completed projects, and updated estimates for projects in process.

- 1.) Kitchen upgrade and renovation is complete!
- 2.) Fire protection installation for the central core area is complete! We now have our own SAWS fire hydrant on the property.
- 3.) Contract for the sale of the corner 2-acre plot to the Fire District for permanent Fire Station, as well as the temporary building, is in “final stages”; planning for a July 27 settlement; final contracts from the County are with our attorneys now for review. Pete created Google maps of the new building locations on our property.
- 4.) New (3rd) cart barn – complete. Leases in process.

- 5.) Relocated front entrance – Phase 1: excavation and roadbed work is in process.
Phase 2: Next step is for us to finalize the design and plans for entrance gate, security and lighting, signage, landscaping, etc. This implementation will be synchronized and completed with the Roft Road widening project. Schedule tbd.
- 6.) Vendor Row 3rd building – now that the fire protection has been installed & approved, we can move ahead with discussions with the vendors who have expressed an interest. Michael will have the latest status on who has “serious interest” when we get to Detroit.
- 7.) 2 BBQ pavilions with grills have been added as new amenities in the RV Park.

- Louise K. Terry
LRPC Chairman

N. NSSA HALL OF FAME & MUSEUM

1. October 4, 2018 Hall of Fame Dinner - 6:45pm Open Bar – 7:45pm Dinner
Courtyard by Marriott Sea World Westover Hills
2. 2018 Referee Honor Roll
3. 2018 Inductee and Ray Boller Award
4. SSR Scanning Project Update

On behalf of the Hall of Fame Committee, Al Maygar presented observations from the current criteria reference NSSA Hall of Fame eligibility.

O. NATIONAL SHOOTING COMPLEX

1. 2018 Schedule of Events (MH)
2. Update on Construction / Maintenance for 2018 (MH)

P. NATIONAL SPORTING CLAYS ASSOCIATION

1. NSCA Director’s Report (MH)
2. Membership Statistics
3. Target Statistics
4. National Sporting Clay Championship

Q. ADJOURNMENT

Motion- To adjourn the meeting. (M: Steve Patke / 2d: John Haugh). Motion approved unanimously by voice vote. Meeting adjourned at 7:28 PM.

APPROVED- Executive Committee Summer Meeting July 12, 2018 / Novi, Michigan

Action Item (Agenda Section)	Responsible Person/Cmte	Deliverable(s)	Due Date	Resource Requirement
<u>Action Item 1:</u> (Section D) Amend the voting duration of the NSSA Director's election period to the minimum 30 days, as outlined in the NSSA bylaws (e.g. 1-30 June).	Executive Committee		?	None
<u>Action Item 2:</u> (Section D) NSSA President tasked MCA to assess how to improve customer/member communications when members contact NSSA HQ (e.g. customer care center model).	MCA	Assessment on how to improve customer/member communications when members contact NSSA HQ (e.g. customer care center model).	Present options at Sept EC meeting.	None
<u>Action Item 3:</u> (Section D). Reevaluate the cost for NSC use to expand advertising and communications options with electronic billboards.	Michael Hampton	Provide analysis on cost for NSC use to expand advertising and communications options with electronic billboards.	Sept EC meeting	None
<u>Action Item 4:</u> (Section F). Distribute additional guidance to Zones to clarify payout and distribution of awards at Zone shoots.	Michael Hampton		?	None
<u>Action Item 5:</u> (Section K). Review membership dues across all categories in both disciplines (NSSA & NSCA) in prep for 28 Sept EC.	MH			None
<u>Action Item 6:</u> (Section K) Ask US Open Committee to review criteria and provide recommendation to EC.	US Open Cmte		Sept EC meeting	
<u>Action Item 7:</u> (Section K) For the Sept. EC meeting, assess if we can help a club in need, create a new	GB		Sept EC meeting	

APPROVED- Executive Committee Summer Meeting July 12, 2018 / Novi, Michigan

NSSA-sponsored shoot (possible 4 regional shoots), and/or create a "shoot tour."				
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