

## **EXECUTIVE COMMITTEE MEETING**

**Friday, September 28, 2018**

**7:30 am – National Shooting Complex**

**Headquarters Conference Room**

**San Antonio, Texas**



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### 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

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

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

Zone Committeemen Elect in attendance: Brad McRae (Zone 8) and Clark Hartness (Zone 6)

### **1. NSSA OFFICERS' & EXECUTIVE COMMITTEE PICTURE**

#### **ROLL CALL (CN)**

NSSA President called the meeting to order at 7:31 AM.

### **2. NSSA Secretary took roll call.**

- a. 2017 – 2018 Executive Committee
- b. 2017 – 2018 Committee Roster
- c. Approval of 12 July 2018 EC Meeting Minutes

**Motion: Motion made to approve the July 2018 minutes and add Zone 3 report (M: Steve Patke / 2<sup>nd</sup>: Jim Tiner). Minutes approved unanimous voice vote.**

### **d. Winter Meeting – San Antonio, Texas**

- January 17, 2019 - Joint Meetings
- January 18-19, 2019- Executive Committee Meeting

**3. NSSA WORLD SHOOT**

- a. 2019 World Shoot: **September 27, 2019 – October 4, 2019**
- b. 2019 World Shoot Entry Form

- Discussion of 2019 World Shoot schedule; 2019 format will stay the same as 2018 World Shoot.

**4. NSSA UPDATE**

- a. NSSA Director Report – Gary Burley

Gary Burley provided statistics overview concerning NSSA registered targets thrown to date. He indicated that there has been an increase of 9% in membership, which is in large part to SCTP growing exponentially. Membership continues to rise on a net basis. We currently have 8,500 Lifetime Members. Total NSSA members to date- 16,342.

Expected attendance for 2018 World Shoot- 727.

Expected attendance for 2018 Mini World- 660.

Number of NSSA clubs increased by 49, total 564 NSSA clubs. More data necessary over a longer period of time to assess trends.

**Action Item:** Gary to check if the new clubs that have joined NSSA are older clubs that have rejoined NSSA, or if they are brand new clubs. Information will be segmented into 9 areas (by Zone).

**Action Item:** Gary Burley to conduct an analysis of membership and World attendance (Mini and the Main) for consecutive years to determine if there is a correlation.

- b. Youth Shooting Update – Nathan Boyd

Nathan Boyd gave an overview of Youth Shooting programs, including highlighting Doug Thompson as NSSA's new Chief Youth Shooting Instructor.

**Action Item:** To run a bio/article promoting Doug Thompson as new Chief Youth Shooting Instructor in Clay Target Nation (CTN).

**Action Item:** Nathan Boyd to offer proposed language to the All-American Committee concerning recognition of Junior World Champions.

Two NSCA Youth Camp events held this year. Nathan suggested that we need to do a better job advertising the Youth Camp program and request EC and State Directors contact Nathan for Youth camps.

- 2019 Junior World- Ft. Bragg, NC
- 2020 Junior World- Jacksonville, FL

Nathan requested permission to establish an additional All-American Rookie category for SCTP shooters, beginning in the 2019 shooting year.

**Motion:** Motion made to establish an additional SCTP All-American Rookie category for, to begin during the 2019 shooting year (M: Jim Tiner / 2<sup>nd</sup>: Billy D. Williams). Motion approved unanimous voice vote.

**5. EXECUTIVE DIRECTOR UPDATE**

a. 2018 Department recap – Michael Hampton

Michael Hampton provided an overview of the capital improvements and maintenance activities at the National Shooting Complex (NSC).

(Short 10-minute break taken at 9:13 AM)

**6. FINANCE UPDATE**

a. Report – Louise Terry

Reviewed current investment portfolio and major capital projects e.g. IT modernization.

Reviewed Investment Policy Statement (IPS). IPS proposed change page 3.

**Motion:** Remove the term commodities from our strategic allocation model on page 3. (M: Jack Tans / 2<sup>nd</sup>: Don Kelly). Motion passed by unanimous vote.

b. CFO Report – Steve Scales

Steve Scales provided a financial update to the Executive Committee.

**Motion:** To approve the budget as recommended. (M: Alessandro Vitale/ 2<sup>nd</sup>: Jim Tiner). Motion passed by unanimous vote.

**Motion:** To adopt and approve NSSA ADM 205 Whistleblower Policy effective, immediately. (M: Gary Matthews/ 2<sup>nd</sup>: Dave Wood). Motion passed by unanimous vote.

**7. OLD BUSINESS: N/A**

**8. NEW BUSINESS**

- a. By-Law Amendment (Reviewed in prep for BOD)
- b. Masters Contract
- c. U.S. Open Future Plans

- John Haugh presented a proposal to consider 2020 U.S. Open shoot as an iShoot in order to increase shooter participation.
- Kolar Arms has offered to serve as the signature sponsor for the U.S. Open.

**Motion:** To refer to the US Open Committee, a request to evaluate an iShoot format for US open no earlier than 2020, with a report back no later than Dec 1, 2018. (M: Jim Tiner / 2<sup>nd</sup>: Dave Wood). Motion passed with unanimous voice vote.

d. HOF Criteria (Al Magyar)

Follow-up from 12 July 2018 EC meeting on HOF criteria. Al provided additional information on criteria we asked the committee to explore.

**Motion:** Expand HOF criteria to “Won at least one World Championship title, or have multiple World Runner-up and/or Third places. Effective immediately upon adoption (M: Billy D. Williams / 2<sup>nd</sup>: Dave Wood). Motion passed with 1 abstention (Jim Tiner - Zone 4)

- e. 2020 World Shoot Format
- f. MCA Renewal

**MCA provided an overview of its marketing efforts. Member care workshop is available for NSC staff. NSSA Exec Dir to schedule for designated NSC staff.**

- Michael Hampton provided a status update regarding the MCA contract.

g. NSSA State Shoot Program

**Motion:** Accept the NSSA State shoot program (M: Steve Patke / 2d: Steve Malcolm)  
**8: Yes, 1: No and 1 Abstain:** Tom Pavlack. Motion passed

h. Classification – Tom Pavlack

**Motion:** Refer the NSSA New Shooter Class proposal to the Rules Committee to review shooter classification and make recommendations to the EC (M: Tom Pavlack / 2<sup>nd</sup>: Jim Tiner. Motion passed by unanimous voice vote.

i. World Shoot Attendance Recognition

**Action Item:** For Nathan Boyd to provide options for recognition for World Shoot attendance.

j. Data base update – Gary Burley

Gary Burley provided an update on the current state of the database improvements.

- k. Zone Shoots-Alessandro Vitale
- l. State, Zone and Club NSSA Medals- Alessandro Vitale

- Al Magyar briefed the EC on the All-American Committee’s point computation and process for All-American selection.

## 9. BOD BINDER REVIEW

## 10. ADJOURNMENT

- John Haugh thanked the EC for their support while serving as NSSA President for the last 2 years.

- Don Kelly also thanked Jack Tans for serving as the Past President, and for Gary Matthews for serving as Zone 6 Committeeman. Jack Tans offered sincere thanks to the EC and also highlighted the work that the Committee has accomplished over the last several years.

**Motion:** Motion to recess at 2:29 PM with plans to reconvene at 5:45 PM. (M: Jim Tiner / 2<sup>nd</sup>; Steve Malcolm). Motion approved unanimous voice vote.

- Meeting adjourned at 2:06 PM pending continuation after EC participates in Mini-World Doubles.
- Meeting called to order (continuation) at 5:45 PM following the Doubles Mini event.

**Motion:** Motion to adjourn the Fall EC meeting (M: Gary Matthews/ 2<sup>nd</sup>; Dave Wood). Motion approved unanimous voice vote.

Meeting adjourned 6:47 PM.(JH)

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NSSA Officers'  
&  
Executive Committee

Group Picture

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**NSSA OFFICERS AND EXECUTIVE COMMITTEE**

**Effective: January 1, 2017**

**All Terms Expire: December 31, 2018**

<b>John C. Haugh</b> <b>President</b> Ohio Home: None Work: None Email: <a href="mailto:jch3005@aol.com">jch3005@aol.com</a>	NSSA #138852  Cell: 216-533-4203 Fax: None	<b>Steve E. Patke</b> <b>Zone 5 Committeeman</b> Illinois Home: 847-965-1357 Work: 847-933-8275 Email: <a href="mailto:jazxena@sbcglobal.net">jazxena@sbcglobal.net</a>	NSSA #135720  Cell: 847-814-1949 Fax: None
<b>Donald J. Kelly</b> <b>Vice-President</b> Wisconsin Home: 920-544-9034 Work: None Email: <a href="mailto:djkprk98@new.rr.com">djkprk98@new.rr.com</a>	NSSA #115028  Cell: 920-619-3504 Fax: None	<b>Gary L. Matthews</b> <b>Zone 6 Committeeman</b> Oklahoma Home: 405-359-9889 Work: 405-677-4525 Email: <a href="mailto:skeet_100@yahoo.com">skeet_100@yahoo.com</a>	NSSA #147140  Cell: 405-640-6356 Fax: 405-677-4835
<b>Chris Naler, U.S.M.C.</b> <b>Sec/Treas</b> Texas Home: None Work: None Email: <a href="mailto:clnaler@verizon.net">clnaler@verizon.net</a>	NSSA #169687  Cell: 910-467-4603 Fax: None	<b>Billy D. Williams</b> <b>Zone 7 Committeeman</b> Montana Home: 406-252-5627 Work: None Email: <a href="mailto:billyd@mcn.net">billyd@mcn.net</a>	NSSA #131950  Cell: 406-670-2561 Fax: None
<b>Michael F. Ferchaw DMD</b> <b>Zone 1 Committeeman</b> New York Home: 607-936-1079 Work: 607-359-3367 Email: <a href="mailto:2thdoc@stny.rr.com">2thdoc@stny.rr.com</a>	NSSA #145383  Cell: 607-769-7079 Fax: 607-359-3399	<b>Stephen R. Malcolm</b> <b>Zone 8 Committeeman</b> Ontario, Canada Home: 905-473-9308 Work: 416-566-3308 Email: <a href="mailto:steve.malcolm23@gmail.com">steve.malcolm23@gmail.com</a>	NSSA #166123  Cell: None Fax: None
<b>Alessandro Vitale</b> <b>Zone 2 Committeeman</b> Maryland Home: 410-592-7908  Work: 410-963-4075 Email: <a href="mailto:allessandro_vita@yahoo.com">allessandro_vita@yahoo.com</a>	NSSA #166827  Cell: 410-963-4075  Fax: None	<b>David Wood, U.S.A.</b> <b>Zone 9 Committeeman</b> Texas Home: None  Work: None Email: <a href="mailto:davewood@hot.rr.com">davewood@hot.rr.com</a>	NSSA # 145867  Cell: 254-466-0968  Fax: None
<b>Tom Pavlack</b> <b>Zone 3 Committeeman</b> Michigan Home: None Work: None Email: <a href="mailto:t-line@accn.org">t-line@accn.org</a>	NSSA #153076  Cell: 269-207-1808 Fax: 888-692-0130	<b>John C. Tans</b> <b>Past President</b> Wisconsin Home: 262-542-9118 Work: None Email: <a href="mailto:jtans@wi.rr.com">jtans@wi.rr.com</a>	NSSA #134974  Cell: 262-442-5300 Fax: None
<b>Jim Tiner</b> <b>Zone 4 Committeeman</b> North Carolina  Home: 910-484-9622 Work: None	NSSA #119748  Cell: 910-476-3281 Fax: None	<b>Michael W. Hampton, Jr.</b> <b>Executive Director</b> Texas  Work: 210-688-3371 ext. 110 Email: <a href="mailto:mhampton@nssa-nsca.com">mhampton@nssa-nsca.com</a>	NSSA #147412  Fax: 210-688-9269

Email: [tinerj@earthlink.net](mailto:tinerj@earthlink.net)

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## **2017 - 2018 OFFICERS & EXECUTIVE COMMITTEE**

President	John Haugh	Westlake, OH
Vice-President	Donald Kelly	Hobart, WI
Secretary/Treasurer	Chris Naler, USMC	Fort Worth, TX
Past-President	John "Jack" Tans	Waukesha, WI
Zone 1 Committeeman	Michael Ferchaw DMD	Painted Post, NY
Zone 2 Committeeman	Alessandro Vitale	Glen Arm, MD
Zone 3 Committeeman	Tom Pavlack	Ostego, MI
Zone 4 Committeeman	Jim Tiner	Fayetteville, NC
Zone 5 Committeeman	Steve Patke	Niles, IL
Zone 6 Committeeman	Gary Matthews	Edmond, OK
Zone 7 Committeeman	Billy D. Williams	Billings, MT
Zone 8 Committeeman	Stephen Malcolm	Cedar Valley, ONT-CAN
Zone 9 Committeeman	David Wood	Harker Heights, TX

## **2017 - 2018 NSSA COMMITTEES**

<b><u>AUDIT COMMITTEE</u></b>		<b><u>LONG RANGE PLANNING</u></b>	
Barry Rich, TN	Chairman	Louise Terry, FL	Chairman
David Ballerini, CT		John Haugh, OH	NSSA Pres.
Ben Kaplan, CT		Donald Kelly, WI	NSSA Vice-Pres.
Gary Matthews, OK	NSSA EC	Chris Naler, TX	NSSA Sec./Treas.
Jack Tans, WI	NSSA Past Pres.	Jack Tans, WI	NSSA Past Pres.
		Tom Pavlack, MI	NSSA EC
		Brett Seibert	NSCA EC Chairman
<b><u>FINANCE</u></b>	Chairman	Heyward Cunningham, AR	NSCA EC
Louise K. Terry, FL	NSSA Pres.	Paula Benbow, WI	NSCA EC
John Haugh, OH	NSSA Vice-Pres.	Bob Lepor, NJ	NSCA
Donald Kelly, WI	NSSA Sec./Treas.	Harvey Schwartz, GA	NSCA
Chris Naler, TX	NSSA Past Pres.	Michael Hampton Jr, TX	NSSA-NSCA Exec. Dir.
Jack Tans, WI	NSCA EC Chairman		
Brett Seibert, IL	NSCA EC Vice Chairman		
Tim Miles, AZ	NSCA EC		
Gary Fitzjarrell, IL			
		<b><u>MARKETING</u></b>	
		Alessandro Vitale, MD	Chairman
<b><u>NSSA / NSCA STEERING</u></b>	NSSA Pres.	Gary Burley, TX	NSSA Dir.
John Haugh, OH	NSCA EC Chairman	Nathan Boyd, TX	Special Projects
Brett Seibert, IL	NSSA Vice-Pres.	Steve Malcolm, CAN	NSSA EC
Don Kelly, WI	NSSA Sec./Treas.	Steve Patke, IL	NSSA EC
Chris Naler, TX	NSSA Past Pres.	Ken Keth, FL	NSSA
Jack Tans, WI	NSSA Past Pres.	Meredith Tunick, VA	NSSA
Robert DeFrancesco, CT	NSSA EC	Steve Shackelford, GA	NSSA
Alessandro Vitale, MD	NSSA EC	Don Snyder, TX	NSSA
Gary Matthews, OK	NSSA EC	Sherry Kerr, AL	Dir. of Communications
Tom Pavlack, MI	NSSA EC	Nicki Martin, TX	NSSA-NSCA Marketing
John Commerford, VA	NSCA EC		
Heyward Cunningham, AR	NSCA EC		
Paula Benbow, WI	NSCA EC		
Gary Fitzjarrell	NSCA EC	<b><u>NSSA/NSCA YOUTH SHOOTING DEVELOPMENT</u></b>	
Michael Hampton Jr, TX	NSSA-NSCA Exec. Dir.	Nathan Boyd, TX	Chairman
		Brett Moyes, TX	NSCA Director
		Clay Baldwin, AR	NSSA
		Dan Lewis, CA	NSSA
		Larry Blount, AZ	NSSA
		Steve Patke, IL	NSSA EC
		David Radulovich, OH	NSCA
		Travis Mears, TX	NSCA
		Austin Shepherd, GA	NSSA
		Kenneth Keth, FL	NSSA

<b>ALL AMERICAN SELECTION</b>		<b><u>RULES, CLASSIFICATION &amp; SAFETY</u></b>	
Al Magyar, MI	Chairman	Trish B. Magyar, MI	Chairman
Michael Ferchaw, NY	Zone 1	Gary Burley, TX	NSSA Dir.
John Waters, MD	Zone 2	Don Kelly, WI	NSSA EC Vice-Pres.
Brent Edwards, MI	Zone 3	Dickie Dietz, CT	NSSA Chief Ref.
Kenneth Keth, FL	Zone 4	Jim Tiner, NC	NSSA EC
Steve Patke, IL	Zone 5	Woody Anderson, TX	
Dr. James Biddle, TX	Zone 6	Dan Lewis, CA	
Billy D. Williams, MT	Zone 7	Sid Miller, NY	
Steve Malcolm, CAN	Zone 8	Debbi Perry, MD	
Chris Naler, TX	Zone 9	John Bratty, CAN	
Gary Burley, TX	NSSA Dir.	Andrew Schusteff, IL	
<b>HALL OF FAME NOMINATIONS</b>		<b><u>U S OPEN</u></b>	
Al Magyar, MI	Chairman	Andrea Lehr, NY	Chairperson
Bill Burke, CA		Gary Burley, TX	NSSA Dir.
Luke Deshotels, GA		Jim Cooper, TX	
Terry Hetrick, TN		John Imbt, PA	
Kenneth Keth, FL		Kenneth Keth, FL	
Becky McCumber, FL		Jack Tans, WI	NSSA Past Pres.
Jim Tiner, NC		Jim Tiner, NC	NSSA EC
		John Waters, MD	
<b>PAST PRESIDENT'S COUNCIL &amp; RAY BOLLER AWARD REVIEW COMMITTEE</b>		<b><u>WORLD SHOOT COMMITTEE</u></b>	
Louise Terry, FL	Chairman	Gary Burley	Chairman
Bill Harder, NE		Royce Graff	Co-Assistant Chairman
Hollis Boss, FL		Amber Schwarz	Co-Assistant Chairman
Jim Conley, NE		Al Magyar, MI	Shoot-Offs
Peter Coyne, NY		Jim Tiner, NC	Registration
Robert DeFrancesco, CT		Dickie Dietz, CT	Chief Ref.
Hal du Pont, FL		Trish Magyar, MI	Shoot Program
Jim Gast, IN		Woody Anderson, TX	Shoot Program
Dr. Ted Hatfield, MO		Nathan Boyd, TX	Special Projects
Bruce Kinkner, AZ		Michael Hampton Jr, TX	NSSA-NSCA Exec. Dir.
Al Magyar, MI			
Bubber Youngblood, NC			
John Tans, WI			
		<b><u>NON-COMMITTEE RESOURCES</u></b>	
		Dickie Dietz, CT	Chief Referee
		Ralph Aaron, AL	Chief Instructor
		Jack Grehan, OH	International Shoot
		Hal Hare, OH	Vintage Shoot
		Richard Kmiec, MA	World Records
		Brad Jones, TX	NSSA/NSCA IT Director
		Barney Brown, TX	Targets & Traps
		Sherry Kerr	Director of Communications
		Nicki Martin, TX	NSSA/NSCA Marketing
		Gary Burley, TX	Junior World Shoot
			Rev. 1/10/2018

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

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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**

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

**Motion:** Motion made to approve the minutes. (M: Jim Tiner / 2<sup>nd</sup>: 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.

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**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,

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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).

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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**

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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

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

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](http://www.nyskeet.com) and [www.rbgunclub.com](http://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!!!

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

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:** ~~No written report provided.~~ *(Report added to approved minutes Sept 2018.)*

**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.

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

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 so 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 (3<sup>rd</sup>) 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.

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

- 6.) Vendor Row 3<sup>rd</sup> 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.

Action Item (Agenda Section)	Responsible Person/Cmte	Deliverable(s)	Due Date	Resource Requirement
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**DRAFT**- Executive Committee Summer Meeting July 12, 2018 / Novi, Michigan

<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: (Section K)</u> 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	GB		Sept EC meeting	
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**DRAFT**- Executive Committee Fall Meeting September 28, 2018 / San Antonio, Texas

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

"shoot tour."				
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# Winter Meeting

## **Winter Meeting Dates:**

LRPC, Finance and Steering Committee Meetings

***January 17, 2019***

Executive Committee Meeting

***January 18 & 19, 2019***

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# 2019 World Shoot

**September 27, 2019 thru October 4, 2019**

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# 2019 WORLD SKEET CHAMPIONSHIPS

## PRE-REGISTRATION FOR MINI & WORLD EVENTS

SHOOTERS WISHING TO SHOOT TOGETHER MUST SEND DEPOSITS TOGETHER

**MINI-WORLD: SEPT 27-29**

**MONDAY TIMES, SEPT 30**

MINI-WORLD WARM-UP 4X50-THURSDAY, SEPT 26  
REFEREE EVENT - FRIDAY, SEPT 27, 9:00AM



### MINI-WORLD DOUBLES

FRI	1:00	2:15	3:30
TIME PREFERENCE GIVE 3 CHOICES	1 <sup>ST</sup> CHOICE	2 <sup>ND</sup> CHOICE	3 <sup>RD</sup> CHOICE

*Note: Doubles are scheduled independently from the mini world events*

### MINI-WORLD ROTATIONS

ALL ROTATIONS ARE TWO DAYS

ROTATION	A	B	C
SAT 12 28	9:00 1:30	10:30 3:00	12:00 4:30
SUN 20 .410	10:30 3:00	12:00 4:00	9:00 1:30
TIME PREFERENCE GIVE 3 CHOICES	1 <sup>ST</sup> CHOICE	2 <sup>ND</sup> CHOICE	3 <sup>RD</sup> CHOICE

*Please indicate choice of rotation by letter from chart above.*

### WORLD: OCT 1-4

#### WORLD ROTATIONS

ROTATION	1	2	3	4
TUES AM -12 GA 75 TARGETS	9:00	10:00	11:00	12:00
TUES PM -12 GA 75 TARGETS	1:30	2:30	3:30	4:30
WED - 20 GA	11:00	1:00	2:30	9:30
THURS - 28 GA	1:00	2:30	9:30	11:00
FRI - .410 BORE	2:30	9:30	11:00	1:00
TIME PREFERENCE GIVE 3 CHOICES	1 <sup>ST</sup> CHOICE	2 <sup>ND</sup> CHOICE	3 <sup>RD</sup> CHOICE	

### MAIL TO:

NSSA  
ATTN: 2019 WORLD SHOOT  
5931 ROFT ROAD  
SAN ANTONIO, TX 78253

Please check the events  
you will shoot in the  
MINI-WORLD

12GA	20GA	28GA	.410BORE
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
POSITION 1	PREFERENCE 2	ON 3	SQUAD 4
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Please give 1st and 2nd choices. Positions will be assigned as near to your first choice as possible.			

Please check the events  
you will shoot in the  
WORLD

12GA	20GA	28GA	.410BORE
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
POSITION 1	PREFERENCE 2	ON 3	SQUAD 4
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Please give 1st and 2nd choices. Positions will be assigned as near to your first choice as possible.			

### MAIN DOUBLES

DOUBLES-MONDAY SEPT 30 <i>All doubles will be shot Monday, Sept 30</i>			
TIME PREFERENCE GIVE 3 CHOICES	9:00, 10:15, 11:30 or 1:15		
	1 <sup>ST</sup> CHOICE	2 <sup>ND</sup> CHOICE	3 <sup>RD</sup> CHOICE

### WAYNE MAYES CHAMPIONSHIP

MONDAY, SEPT 30 <i>All shooters will be eligible to participate in this non-registered event. Awards by class.</i>			
TIME PREFERENCE GIVE 3 CHOICES	1:15, 2:45 or 4:15		
	1 <sup>ST</sup> CHOICE	2 <sup>ND</sup> CHOICE	3 <sup>RD</sup> CHOICE

*Please give 1st, 2nd, and 3rd choices. If only one choice is provided and we are unable to accommodate, the shooter will be squadded in available space.*

*Note: Doubles and Wayne Mayes are scheduled independently from the Main World events*

### NO REFUNDS AFTER SEPT 2, 2019

ENCLOSED:

- [ ] \$25 DEPOSIT FOR MINI DBLS
- [ ] \$50 DEPOSIT FOR MINI WORLD
- [ ] \$25 DEPOSIT FOR WAYNE MAYES EVENT
- [ ] \$100 DEPOSIT FOR WORLD
- [ ] \$25 DEPOSIT FOR MAIN DBLS

*Cancellations for both Mini-World and World Events must be received by SEPT 2, 2019 to receive a full refund of deposits.*

*After SEPT 2, any spot on a squad held by a deposit but without a name will be filled by shoot management-NO EXCEPTIONS*

**SQUAD INFORMATION:** Please check payment information.

NSSA#	NAME	MINI DBLS	MINI	WM EVENT	WORLD	WORLD DBLS
1.						
HOA CLASS	E-MAIL	CARD #			EXP. DATE	CVV

2.						
HOA CLASS	E-MAIL	CARD #			EXP. DATE	CVV
3.						
HOA CLASS	E-MAIL	CARD #			EXP. DATE	CVV
4.						
HOA CLASS	E-MAIL	CARD #			EXP. DATE	CVV
5.						
HOA CLASS	E-MAIL	CARD #			EXP. DATE	CVV

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# NSSA Director Report

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# Youth Shooting Update

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## **2018 NSSA – NSCA Headquarters Recap**

### **NSSA Skeet Department**

- Blaser numbers up 12%
- Reduced Masters NSSA labor costs by 25%
- Mini World up >5% as of 9/13
- Main World up >4% as of 9/13
- TEAMMS replacement contract signed with Protech
- Protech Business Requirements for NSSA, NSCA and NSC defined and approved
- Protech Technical Requirements 70% completed
- Cross Training for Skeet team 90% complete
- One Gun Game League planning underway
- NSSA Director Elections completed
- NSSA EC elections completed
- New Renewals process overhead absorbed
- Life Membership push on Facebook (+57 members NET)
- New paying members = 1124
- CLM Members = 494
- Membership is +1375 YTD = +9% (end of August) Lost 243 members, gained 1618
- Targets are +2% YTD (end of August)
- Hired new NSSA Chief Youth Instructor, Doug Thompson
- Hosted youth camps at six new locations in 2018 (17 camps overall)
- NSCA hosted first ever NSCA youth camp
- Awarded first ever NSSA and NSCA SCTP All American Team Members
- Hosted over 175 participants at SCTP Tour Events in 2018

### **NSC & Maintenance Department**

- Fire hydrant installed, per requirements
- Fire lane thru property

- Clubhouse kitchen/ bar remodel
- Fire alarm system in clubhouse
- Upgraded water fountain in clubhouse.
- Installed decorative fencing around BBQ area
- Remodeled shower house; tile, fixtures
- Installed concrete sidewalk and handrails from campground to shower house.
- Installed 2 covered BBQ pavilions on concrete in campground. With custom BBQ pits.
- 1500 Tons of FREE asphalt millings, creating roadways.
- Relocate front entrance
- New front gate with decorative columns, fencing and lights
- Relocated front gate sign to Museum, installed decorative flower box.
- Installed 6 ft. drainage culvert on North pond FREE
- New 5 wire, barb wire fence along 471. FREE
- Replaced 6 vendor row skeet fences, with FREE pickets.
- New paint in clubhouse and vendors row restrooms.
- New countertops and sinks in vendor row restrooms.
- Installed WiFi at maintenance shop.
- Completion of 2nd enclosed cart barn. Bringing total rental spaces to 60 units. 2 of which are for office onsite storage.
- Secured onsite fire station, construction to begin November 1.
- Upgraded gun storage shelves and lighting.
- 3rd vendors row building under in approval stage.
- 100 FREE red oak trees awarded to Complex thru grant program. Arrive November 1 for planting.

## **Communication Department**

- Launched CTN Extra e-newsletter, which repurposes CTN content into short tips and is distributed to approximately 60,000 members and non-members who have signed up for it through advertising, social media, and other channels.

- Created eBooks for use in marketing for advertising/member prospecting: *Training Tips for Skeet*, *Training Tips for Sporting Clays* (both repurposed CTN content), and *101 All-American Shotgunning Tips* (collected from NSSA and NSCA All-American Team members)

- Conducted elections for both NSSA and NSCA
- Negotiated new three-year contract with Grand View Media/Cole Publishing for production of *Clay Target Nation*, improving pricing structure favorable to NSSA-NSCA
- Served as support for MCA projects, assisting with messaging in advertising and landing pages, email distribution, surveys, website, etc.
- Initiated practice of distributing onboarding emails (created and directed by MCA) to keep members better informed about when to expect new materials, how to access member benefits, information about member discounts, insurance, and other member benefits
- Created and conducted first CTN reader survey
- Noteworthy design projects: New entrance to National Shooting Complex, water tower wrap for Aguila sponsorship, new banners in stadium for Laporte sponsorship, new signage at Pro Shop/Clubhouse
- Created database of shooters/gun brands they shoot to better distribute photo coverage in CTN among brands
- Established practice of posting all contributed shoot write-ups with expanded content and photo galleries on ClayTargetNation.com
- In process of restructuring staff to bring social media and web services in-house with less contracted work
- In progress: Renewals by email to begin October 1, website revisions to create better user experience and distinction between non-member and member materials, *Target Talk Club* newsletter

## **Accounting Department**

- It was a unique year for Finance with 100% turnover in this department
- Successfully hired and retrained an entirely new department
- Worked with ad valorem counsel and NSC Management to thwart another unwarranted attempt to take away our ag exemption
- Implementation of a biometric timeclock for the outside staff to promote accuracy and eliminate potential fraud
- Supported Executive Management and legal counsel to Develop COI/DND Document.
- Enhanced Fiduciary Protection by adding a \$1.0M 401(k) Fiduciary rider to our D&O Policy.
- Financial Director continued his Leadership Education with Advanced Courses.

## **Information Technology Department**

- Short one employee in this department for the last 6 months. Will not replace till we have a new database software program in place.
- New Phone System.

- Completed SSR/Records Annual digitization.
- Increased internet connection to 500MB.
- Installed new firewall to accommodate higher network speed and provide more secure remote access.
- Change main fax to a “virtual fax”. Added a new virtual fax for HR.

## **NSCA Sporting Clays Department**

- Developed a Charter and implemented a New Governance Structure
- Held a new election for National Delegates under the new Governance Structure. Had more participation than what we had in the last election.
- Regional Championships averaged 500 shooters across the country. This is even with the Southeast Regional being affected by the hurricane. The Southeast Regional at Forrest City Gun Club still had 300 shooters.
- Registered shoots are up.
- Total registered targets are up over 300K even without the World English being held in the US this year.
- Membership continues to rise.
- USASCT stayed in the black all year. This is the first time for that in a long time. This included having two separate trips abroad for the team. Brett and Glynne did a great job managing the team this year.
- National Sporting Clays Championship is once again on track to be over 2000 competitors. We are currently 140 more shooters than this time last year.
- NSCA held its first Youth Camp.

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**NSSA FINANCE COMMITTEE REPORT FOR 9/30/2018 Nat'l Directors Meeting**

**NSC - San Antonio. TX**

There have been five Finance Committee meetings year to date in 2018:

The first was our regular winter meeting in San Antonio on January 18, 2018 where budget and spending plans for the year were reviewed; our investment portfolio balance was **\$4,030,648** at that time. Plans for development of the new software system to replace our aging in-house TEAMMS system/database were also reviewed by Gary Burley and a payment of \$99K was approved to the software company to secure the 2018 work contract. It was agreed that a \$150K draw from our Frost Bank line of Credit (LOC) could be made if necessary, given the timing of the payment required and our January cash position. This draw was actually done by Steve Scales in February.

The second was a special meeting called on February 26, 2018 to review and approve proposed NSCA Marketing expenditures for 2018. Approval was given for \$242K spending to be drawn from the existing NSCA Marketing Fund which then carried a balance of \$380K.

The third meeting was on March 21, also a special meeting, called at the request of Michael Hampton to address the new target price increase for the year, and to review and approve new costs for the front entrance relocation. An additional \$35.3K was approved for additional roadwork necessary due to the elevations involved at the new entrance.

Steve Scales also informed the Committee that changes to our agtax exemptions had been discovered which were an unexpected outcome from the central-core platting approval we had received in 2017. Our Ad Valorem tax firm, with assistance as required from land attorney Rob Killen's firm, was pursuing exemption restoration of our prior ag parcels.

The fourth meeting was our regularly scheduled quarterly review held on April 17, 2018 for the first quarter. Reflecting the IQ market volatility, our portfolio balance was then **\$3,946,964**.

The fifth meeting was our second quarter review held on July 26, 2018 at which time our portfolio had rebounded to **\$4,030,000**, making the portfolio essentially flat for the first half of 2018. At this meeting, Michael Hampton also reported that our Ag Exemptions appeal had been concluded in our favor, and our prior exemptions had been restored with no adverse impact to NSSA.....very good news!

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Our final piece of very good news came this year on August 23, 2018 when Michael Hampton reported that the past 12 months of negotiations with the Bexar County Fire District had finally concluded for the 2-acre land sale for their new permanent fire station and we had deposited the sale proceeds (\$750K minus taxes owed year to date and fees) of \$749,438. The agreed-to plan for these funds was to pay off our existing \$30K LOC balance, move \$500K to our investment firm of JGP to make two deposits to stay below the \$250K/account FDIC insured limits: 50% in 6-month money market funds (paying 2.05%) and 50% in short term CDs. The remaining balance was deposited locally into our Frost Bank money market account.

The new investment portfolio balance on 9-19-18 when this report was written was **\$4,559,489:**

**\$4,059,353 balance from our original portfolio and the additional deposit to JGP from the land sale now valued at \$500,422.00.**

[Please note that the financials you receive from Steve Scales in the binder for this meeting are as of *July 31, 2018* so they do *not* yet reflect these August deposits.]

The next scheduled Finance Committee meeting (3Q review) is scheduled for October 16, 2018.

Respectfully submitted,



Louise K. Terry

Finance Committee Chairman

*Report prepared on 9-19-18*

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9/18/2018

**National Skeet Shooting Assn.  
Balance Sheet  
July 2018  
FY 2018**

<b>ASSETS</b>		<b><u>Actual \$</u></b>	
<b>Current Assets</b>			
<b>Cash</b>			
1.	Bank Accounts	\$	288,810
2.	Cash on Hand	\$	14,244
	<b>Total Cash</b>	\$	303,054
<b>Investments</b>			
3.	W F Securities Designated Life Member Portfolio	\$	2,562,289
4.	W F Securities Designated L R Planning Portfolio	\$	1,485,038
5.	Common Stock Held	\$	-
	<b>Total Investments</b>	\$	4,047,327
6.	Accounts Receivable and ST Notes Receivables	\$	193,321 - Trade AR at 80% aged 0-60 primarily resulting from a delinquent corpoarte event client and a few long-time advertisers.
<b>Other Current Assets</b>			
7.	Inventory	\$	653,902 - Major Components are Targets, Ammo, & Guns.
8.	Prepaid Expenses and Deposits	\$	84,051 - Consists primarily of Prepaid Insurance Premiums.
	<b>Total Other Current Assets</b>	\$	737,953
	<b>Total Current Assets</b>	\$	5,281,655
<b>Fixed Assets</b>			
9.	Land	\$	2,926,545 - Reflects the original cost of land, public water infrastructure, and ground water use rights owned by the NSSA.
10.	Land Improvements	\$	1,443,276 - Includes Roads, Fencing, Parking, and RV Parks and Signs.
11.	Buildings and Bldg. Improvements	\$	4,302,682
12.	Other Property & Equipment	\$	3,447,656 - Includes Furn. & Fixtures, IT Equipment, Architectural Plans, Traps, Heavy Equipment, and Vehicles.
13.	Less Accumulated Depreciation	\$	(6,400,275)
	<b>Net Total Fixed Assets</b>	\$	5,719,883
	<b>TOTAL ASSETS</b>	\$	<b>11,001,539</b>

NSSA PROPRIETARY AND CONFIDENTIAL

Page 1 of 2

9/18/2018

**National Skeet Shooting Assn.  
Balance Sheet  
July 2018  
FY 2018**

**LIABILITIES & EQUITY**

**Liabilities**

**Current Liabilities**

14.	Accounts Payable - Regular	\$	427,477	
15.	Accounts Payable - Ammo Consignments	\$	230,077	
16.	Short-term Line of Credit	\$	30,752	
	<b>Other Current Liabilities</b>			
17.	Accrued Expenses	\$	287,039	- Vacations(\$83K)/Accrued Wages (\$13K)/Prop Taxes (\$140K)/Gift Cert.'s(\$24K)/Event Prizes (\$6K)/General Obligations(\$21K).
18.	Deferred Revenue - Unrestricted	\$	1,010,002	- 6-year Memberships, Future Event Registration, L-T Camper Leases.
	<b>Deferred Revenue - Restricted</b>			
19.	Youth Education Fund:	\$	49,036	- Restricted funds received remaining unspent.
20.	Scholarship Fund:	\$	29,744	- Restricted funds received remaining unspent.
21.	Junior Nationals Education Fund:	\$	4,850	- Restricted funds received remaining unspent.
22.	Krieghoff All American Fund	\$	12,500	- Restricted funds received remaining unspent.
23.	NSCA USA Sporting Clays Team	\$	30,263	- Restricted funds received remaining unspent.
24.	NSCA Board Designated Mktg Funds	\$	415,068	- Restricted funds remaining unspent.
25.	NSSA Board Designated Mktg Funds	\$	364,479	- Restricted funds remaining unspent.
26.	Less Amount Recorded as Equity:	\$	(905,941)	
	<b>Net Deferred Revenue - Restricted:</b>	\$	-	
27.	Payroll / Comp. Liability/ Managed Benefits	\$	5,261	- Timing of payments vs. deductions.
28.	Sales & Use Tax Liability	\$	4,212	
	<b>Total Other Current Liabilities</b>	\$	1,306,513	
	<b>Total Current Liabilities</b>	\$	1,994,819	
	<b>Long Term Liabilities</b>			
29.	Notes Payable-Frost Bank			
	<b>Total Long Term Liabilities</b>	\$	-	
	<b>Total Liabilities</b>	\$	1,994,819	
	<b>Equity</b>			
30.	Beginning Equity (per audited financials)	\$	9,401,924	
31.	Net Surplus / (Deficit)	\$	(395,204)	
	<b>Total Equity</b>	\$	9,006,720	
	<b>TOTAL LIABILITIES &amp; EQUITY</b>	\$	11,001,539	

NSSA PROPRIETARY AND CONFIDENTIAL

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9/18/2018

**National Skeet Shooting Assn.  
Profit Loss  
July 2018  
FY 2018**

		<u>Actual \$</u>	<u>Budget \$</u>		<u>Budget Total</u>
Operating Revenue/Expense		<u>FYTD 2018</u>	<u>FYTD 2018</u>		
<b>Revenue</b>					
1.	Event Revenue	\$ 2,174,466	\$ 2,247,700		\$ 5,687,200
2.	Gun Club Dues - NSC	\$ 29,570	\$ 35,000		\$ 45,000
3.	Annual Dues	\$ 675,497	\$ 658,000	- FYTD SC annual membership is ahead of plan by 6% while Skeet lags plan by 7%.	\$ 722,000
4.	Six Year Memberships	\$ 52,054	\$ 62,500		\$ 71,700
5.	Life Memberships	\$ 123,260	\$ 207,000	- Life membership cycles vary from year-to year with age demographics.	\$ 275,000
6.	Campers & Exhibitors	\$ 162,525	\$ 189,000	- The impact of monthly rent due vs annual rent due.	\$ 230,000
7.	Club Dues	\$ 84,500	\$ 75,500		\$ 93,500
8.	Affinity Programs	\$ 56,572	\$ 46,400		\$ 80,600
9.	Daily Fees	\$ 716,556	\$ 668,175		\$ 1,197,375
10.	Daily Fees (\$.01) Board Designated for NSSA Mktg Activities.	\$ 61,259	\$ 59,200	- Skeet targets are ahead of plan FYTD by 3%.	\$ 117,150
11.	Daily Fees (\$.01) Board Designated for NSCA Mktg Activities	\$ 177,583	\$ 163,525	- Sporting Clays targets 8% ahead of plan FYTD.	\$ 281,975
12.	Donations / Fundraisers	\$ 243,140	\$ 281,600		\$ 491,900
13.	Instructors	\$ 116,895	\$ 82,200	- Renewed Interest in NSCA Instructor classes growing faster than planned.	\$ 131,000
14.	League	\$ 35,488	\$ 24,700		\$ 33,500
15.	Sales - Merchandise, Supplies	\$ 48,094	\$ 56,900		\$ 84,400
16.	Clay Target Nation/SSR/Target Talk/NSC Network/ Annual etc..	\$ 379,219	\$ 443,400	- Lower than planned publication advertising is more than offset by lower than planned expenses (see Line 49).	\$ 675,500
17.	Other Operating Revenue	\$ 101,408	\$ -	- Contributing factors include \$30K in cart barn leases and \$37K in clay target rebates for FYTD 2018, \$6K in rental from SSSF, and \$10K in Cell Tower Rent.	\$ -
<b>Total Revenue</b>		<b>\$ 5,238,087</b>	<b>\$ 5,300,800</b>		<b>\$ 10,217,800</b>
<b>Direct Cost - Events &amp; Merchandise</b>					
18.	Awards	\$ 249,515	\$ 189,000		\$ 754,800
19.	Event Labor	\$ 288,355	\$ 266,500		\$ 704,500
20.	Ammo & Targets	\$ 420,657	\$ 394,300		\$ 953,900
21.	Contract Fees	\$ 46,834	\$ 50,800		\$ 51,800
22.	Cost of Merchandise	\$ 33,778	\$ 36,400		\$ 114,800
23.	Target Fees	\$ 26,309	\$ 32,300		\$ 104,000
24.	Event Parties / Food / Ice	\$ 20,352	\$ 25,900		\$ 127,600
25.	Program	\$ 3,719	\$ 2,500		\$ 17,500
26.	Travel/Lodging	\$ 17,137	\$ 12,500		\$ 95,000
27.	Other	\$ 121,056	\$ 123,150		\$ 372,500
<b>Total Direct Cost - Events &amp; Merchandise</b>		<b>\$ 1,227,710</b>	<b>\$ 1,133,350</b>		<b>\$ 3,296,400</b>
<b>Gross Profit Before Allocated Indirect Expenses</b>		<b>\$ 4,010,377</b>	<b>\$ 4,167,450</b>		<b>\$ 6,921,400</b>
<b>Expense</b>					
28.	Salaries and Wages	\$ 1,387,556	\$ 1,444,438		\$ 2,083,300
29.	Payroll Taxes	\$ 123,323	\$ 139,500		\$ 187,700
30.	Awards and Recognition	\$ 46,071	\$ 55,900		\$ 66,900
31.	Bank / Merchant Fees / Fin. Charges	\$ 75,175	\$ 107,900	- Impacted by both lower event participation at some NSC events and savings under the new contract with Blue Dog.	\$ 149,500
32.	Board of Directors	\$ 9,525	\$ 11,500		\$ 15,000
33.	Club and Member Expenses	\$ 16,138	\$ 39,300	- Actuals vary from budget short term with restocking requirements.	\$ 53,700
34.	Consultants and O/S Program Admin	\$ 66,036	\$ 72,600		\$ 88,400
35.	Depreciation	\$ 334,962	\$ 317,500	- The result of large, recently completed capital projects.	\$ 476,300

NSSA PROPRIETARY AND CONFIDENTIAL

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**National Skeet Shooting Assn.  
Profit Loss  
July 2018  
FY 2018**

	Actual \$ FYTD 2018	Budget \$ FYTD 2018		Budget Total
36. Donations and Scholarships	\$ 5,790	\$ 23,300	- Donations to other 501 (c)(3)'s vary based on qualifications and performance while Scholarships are driven by the academic year.	\$ 28,300
37. DP Supplies/Outside Svcs	\$ 32,237	\$ 42,000	- IT spending is scheduled to increase with systems improvements during the latter six months of FY 2018.	\$ 57,500
38. Dues & Subscriptions	\$ 14,158	\$ 13,000		\$ 17,000
39. Equipment Rental	\$ 40,657	\$ 42,000		\$ 63,000
40. Grants	\$ 27,250	\$ 35,500		\$ 40,500
41. Instructor School Expense	\$ 61,238	\$ 69,210		\$ 104,870
42. Insurance-Employee Health / Life	\$ 206,261	\$ 225,600		\$ 338,400
43. Insurance-General/Liability	\$ 112,372	\$ 121,800		\$ 184,800
44. Insurance-Workers Comp	\$ 17,888	\$ 14,500		\$ 21,500
45. Janitor Supplies & Service	\$ 4,000	\$ 4,400		\$ 6,600
46. League & Sweepstakes	\$ -	\$ 800		\$ 1,200
47. Legal & Professional	\$ 96,065	\$ 75,300	- FYTD actuals include over \$20K in legal fees for preparing and advising on the Corporate COI / NDA.	\$ 91,700
48. Life Member Expenses	\$ 8,252	\$ 4,800		\$ 7,200
49. Magazine/Target Talk/NSC Network/ Annual etc.. Publication Costs	\$ 535,009	\$ 639,800	- See Line 16.	\$ 946,800
50. Maintenance & Repair	\$ 173,993	\$ 255,700	- Maintenance spending is poised to increase significantly just prior to the World Skeet and National SC Championships.	\$ 348,300
51. Miscellaneous Expense	\$ 29,989	\$ 10,400	- Includes cost of Maintaining the Museum/Hall of Fame among other sundry activities.	\$ 15,600
52. NSCA Marketing Expenses (Desig. Fund)	\$ 113,764	\$ 238,000	- While the budget began in Dec., annual spending just began following approval by the Finance Comm. in Feb.	\$ 344,000
53. NSSA Marketing Expenses (Desig. Fund)	\$ 36,719	\$ 100,100	- Budgeted spending was linked to Youth Shooting Program timing and the Implementation of the One-Gun-Game.	\$ 158,500
54. Office Supplies and Services	\$ 76,294	\$ 58,600	- Actuals vary from budget short term with restocking requirements.	\$ 87,800
55. Postage Freight and UPS	\$ 123,972	\$ 102,000	- Variations from month-to-month as monthly postage needs fluctuate.	\$ 148,300
56. Promotional, Marketing, and Travel	\$ 192,942	\$ 109,300	- Monthly budget allocation may vary from actuals in the interim, but actuals are below spending-to-date in the previous Fiscal Year.	\$ 167,800
57. Staff Development	\$ 5,046	\$ 13,100		\$ 19,200
58. Taxes - Real Property	\$ 232,644	\$ 230,000		\$ 222,000
59. Taxes - Personal Property	\$ 40,992	\$ 44,000		\$ 52,000
60. NSCA USA Sporting Clays Team	\$ 185,921	\$ 133,000	- FYTD Actuals reflect spending in advance for two Team trips to Europe in FY2018.	\$ 163,500
61. Telephones	\$ 34,155	\$ 25,200	- Increases in AT&T business land line rates. Working with IT to reduce number of required analog lines.	\$ 39,100
62. Utilities.	\$ 87,408	\$ 84,100		\$ 140,700
Total Expense	\$ 4,553,799	\$ 4,904,148		\$ 6,936,970
Net Proceeds from Operating Activities	\$ (543,422)	\$ (736,698)		\$ (15,570)
Other Income/Expense				
Other Income				
63. Dividend and Short Term Gains - JGP Portfolio	\$ 69,046	\$ 70,200		\$ 103,200
64. Dividends - Texas Mutual				\$ -
65. Interest Income / Earned Discounts	\$ 752	\$ -		\$ -
66. Gain/(Loss) - Disposal of Assets	\$ 16,962	\$ -	- Includes a gain on the sale of some older traps, retired golf carts and a net gain on the sale of an older forklift.	\$ -
67. Change in Portfolio Market Value	\$ 92,231	\$ 96,000		\$ 144,000
Total Other Income	\$ 178,990	\$ 166,200		\$ 247,200
Other Expense				
68. Interest Expense on Short Term Debt & Brokerage Fees	\$ 30,772	\$ 20,000	- Actuals include interest on short-term debt (Line of Credit).	\$ 30,000
69. Interest Expense on Long Term Debt	\$ -	\$ -		\$ -
70. Amortization of Retirement	\$ -	\$ -		\$ -
Total Other Expense	\$ 30,772	\$ 20,000		\$ 30,000
Net Proceeds from Finance Activities	\$ 148,218	\$ 146,200		\$ 217,200

Net Surplus / (Deficit)	\$	(395,204)	\$	(590,498)		\$	201,630

NSSA PROPRIETARY AND CONFIDENTIAL

9/18/2018

**National Skeet Shooting Assn.  
Profit & Loss Prev Year Comparison  
July 2018  
FY 2018**

	Actual \$ FYTD 2018	Actual \$ FYTD 2017	\$ Change	% Change	
<b>Operating Revenue/Expense</b>					
<b>Revenue</b>					
1. Event Revenue	\$ 2,174,466	\$ 2,724,241	\$ (549,775)	-20.18%	- FYTD 2017 included the World English Sporting Clays Championship held only once every four years at the NSC.
2. Gun Club Dues - NSC	\$ 29,570	\$ 29,500	\$ 70	0.24%	
3. Annual Dues	\$ 675,497	\$ 635,291	\$ 40,206	6.33%	- Annual membership up FYTD from last year NSSA (7%) and NSCA (6%).
4. Six Year Memberships	\$ 52,054	\$ 55,062	\$ (3,008)	-5.46%	
5. Life Memberships	\$ 123,260	\$ 184,079	\$ (60,819)	-33.04%	
6. Campers & Exhibitors	\$ 162,525	\$ 199,067	\$ (36,542)	-18.36%	
7. Club Dues	\$ 84,500	\$ 89,050	\$ (4,550)	-5.11%	
8. Affinity Programs	\$ 56,572	\$ 52,430	\$ 4,142	7.90%	
9. Daily Fees	\$ 716,556	\$ 722,687	\$ (6,131)	-0.85%	
10. Daily Fees (\$.01) Board Designated for NSSA Mktg Activities	\$ 61,259	\$ 64,494	\$ (3,235)	-5.02%	- Skeet targets down slightly FYTD from last year.
11. Daily Fees (\$.01) Board Designated for NSCA Mktg Activities	\$ 177,583	\$ 176,011	\$ 1,572	0.89%	- SC targets relatively flat from FYTD from last year.
12. Donations / Fundraisers	\$ 243,140	\$ 227,819	\$ 15,321	6.73%	
13. Instructors	\$ 116,895	\$ 101,557	\$ 15,338	15.10%	
14. League	\$ 35,488	\$ 22,862	\$ 12,626	55.23%	
15. Sales - Merchandise, Supplies	\$ 48,094	\$ 65,965	\$ (17,871)	-27.09%	- Varies each year based on open shooting days and number/types of, and participation in events
16. Clay Target Nation/SSR/Target Talk/NSC Network/ Annual etc..	\$ 379,219	\$ 361,071	\$ 18,148	5.03%	
17. Other Operating Revenue	\$ 101,408	\$ 551,752	\$ (450,344)	-81.62%	- FYTD 2017 included \$295K Insurance Claim Proceeds and \$192K in Lead Reclamation.
Total Revenue	\$ 5,238,087	\$ 6,262,938	\$ (1,024,851)	-16.36%	
<b>Direct Cost - Events &amp; Merchandise</b>					
18. Shoot Expenses	\$ 1,227,710	\$ 1,577,280	\$ 349,570	22.16%	- See Line 1.
Total Direct Cost - Events & Merchandise	\$ 1,227,710	\$ 1,577,280	\$ 349,570	22.16%	
Gross Profit Before Allocated Indirect Expenses	\$ 4,010,377	\$ 4,685,658	\$ (675,281)	-14.41%	
<b>Expense</b>					
19. Salaries and Wages	\$ 1,387,556	\$ 1,422,656	\$ 35,100	2.47%	
20. Payroll Taxes	\$ 123,323	\$ 115,693	\$ (7,630)	-6.60%	
21. Awards and Recognition	\$ 46,071	\$ 47,814	\$ 1,743	3.65%	
22. Bank / Merchant Fees / Fin. Charges	\$ 75,175	\$ 87,157	\$ 11,982	13.75%	
23. Board of Directors	\$ 9,525	\$ 8,773	\$ (752)	-8.58%	
24. Club and Member Expenses	\$ 16,138	\$ 59,728	\$ 43,590	72.98%	- Varies from month-to-month and year-to-year based on restocking needs.
25. Consulting	\$ 66,036	\$ 64,356	\$ (1,680)	-2.61%	- FYTD 2018 includes \$9K on non-destructive magazine scanning.
26. Depreciation	\$ 334,962	\$ 305,895	\$ (29,067)	-9.50%	- Impacted by numerous capital improvements.
27. Donations and Scholarships	\$ 5,790	\$ 25,649	\$ 19,859	77.43%	
28. DP Supplies/Outside Svcs	\$ 32,237	\$ 36,296	\$ 4,059	11.18%	
29. Dues & Subscriptions	\$ 14,158	\$ 16,411	\$ 2,253	13.73%	
30. Equipment Rental	\$ 40,657	\$ 47,922	\$ 7,265	15.16%	
31. Grants	\$ 27,250	\$ 18,500	\$ (8,750)	-47.30%	
32. Instructor School Expense	\$ 61,238	\$ 34,774	\$ (26,464)	-76.10%	
33. Insurance-Employee Health / Life	\$ 206,261	\$ 199,864	\$ (6,397)	-3.20%	

NSSA PROPRIETARY AND CONFIDENTIAL

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9/18/2018

**National Skeet Shooting Assn.  
Profit & Loss Prev Year Comparison  
July 2018  
FY 2018**

	Actual \$ FYTD 2018	Actual \$ FYTD 2017	\$ Change	% Change
34. Insurance-General/Liability	\$ 112,372	\$ 117,555	\$ 5,183	4.41%
35. Insurance-Workers Comp	\$ 17,888	\$ 12,996	\$ (4,892)	-37.64% - FY2018 includes a one-time audit adjustment to reflect increased event hiring history in FY2017.
36. Janitor Supplies & Service	\$ 4,000	\$ 3,500	\$ (500)	-14.29%
37. League & Sweepstakes	\$ -	\$ -	\$ -	0.00%
38. Legal & Professional	\$ 96,065	\$ 89,664	\$ (6,401)	-7.14%
29. Life Member Expenses	\$ 8,252	\$ 6,790	\$ (1,462)	-21.53%
40. Magazine/Target Talk/NSC Network/ Annual etc.. Publication Costs	\$ 535,009	\$ 549,549	\$ 14,540	2.65%
41. Maintenance & Repair	\$ 173,993	\$ 333,198	\$ 159,205	47.78% - See note on previous schedule, Line 50 .
42. Miscellaneous Expense	\$ 29,989	\$ 13,445	\$ (16,544)	-123.05%
43. NSCA Marketing Expenses (Desig. Fund)	\$ 113,764	\$ 103,152	\$ (10,612)	-10.29% - FYTD 2018 includes Membership Corp. of America monthly program fees and \$15K from Marketing to fund USA Team Jerseys/Polos.
44. NSSA Marketing Expenses (Desig. Fund)	\$ 36,719	\$ 4,692	\$ (32,027)	-682.59% - FYTD 2018 includes Membership Corp. of America monthly program fees.
45. Office Supplies and Services	\$ 76,294	\$ 64,699	\$ (11,595)	-17.92%
46. Postage Freight and UPS	\$ 123,972	\$ 109,417	\$ (14,555)	-13.30%
47. Promotional, Marketing, and Travel	\$ 192,942	\$ 221,016	\$ 28,074	12.70%
48. Staff Development	\$ 5,046	\$ 12,059	\$ 7,013	58.15%
49. Taxes - Real Property	\$ 232,644	\$ 222,616	\$ (10,028)	-4.51%
50. Taxes - Personal Property	\$ 40,992	\$ 44,224	\$ 3,232	7.31%
51. NSCA USA Sporting Clays Team Expense	\$ 185,921	\$ 108,301	\$ (77,620)	-71.67% - Two overseas trips in FY 2018 vs only one in FY 2017.
52. Telephones	\$ 34,155	\$ 30,068	\$ (4,087)	-13.59%
53. Utilities.	\$ 87,408	\$ 79,310	\$ (8,098)	-10.21%
Total Expense	\$ 4,553,799	\$ 4,617,739	\$ 63,940	1.39%
Net Proceeds from Operating Activities	\$ (543,422)	\$ 67,919	\$ (611,341)	-900.10%
Other Income/Expense				
Other Income				
54. Dividend and Short Term Gains - JGP Portfolio	\$ 69,046	\$ 50,044	\$ 19,002	37.97%
55. Dividends - Texas Mutual	\$ -	\$ 6,901	\$ (6,901)	-100.00%
56. Interest Income / Earned Discounts	\$ 752	\$ 558	\$ 194	34.80%
57. Gain/(Loss) - Disposal of Assets	\$ 16,962	\$ 8,103	\$ 8,859	109.32%
58. Change in Portfolio Market Value	\$ 92,231	\$ 322,133	\$ (229,902)	-71.37% - FYTD 2017 equities markets were experiencing unprecedented growth.
Total Other Income	\$ 178,990	\$ 387,739	\$ (208,749)	-53.84%
Other Expense				
59. Interest Expense on Short Term Debt & Brokerage Fees	\$ 30,772	\$ 14,762	\$ (16,010)	-108.45%
60. Interest Expense on Long Term Debt	\$ -	\$ 243	\$ 243	100.00%
61. Amortization of Retirement	\$ -	\$ 3,024	\$ 3,024	100.00% - FY2017 marked the final year of post-retirement benefits being paid to a previous Executive Director.
Total Other Expense	\$ 30,772	\$ 18,029	\$ (12,743)	-70.68%
Net Proceeds from Finance Activities	\$ 148,218	\$ 369,710	\$ (221,492)	-59.91%
Net Surplus / (Deficit)	\$ (395,204)	\$ 437,629	\$ (832,833)	-190.31%

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DRAFT

# Old Business

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8

DRAFT



## National Skeet Shooting Association

# Bylaw Change

### Current

#### Section 6.3 Election

(b) Nominations. Nominations for Zone Committee Member shall be made by the current Directors. A Director may only make a nomination for the Zone Committee Member of such Director's Zone, and the nominee must be a Director in that Zone. Nominations must be made between July 1 and **July 23** of the applicable even-numbered calendar year. These nominations must be received at the Association's headquarters by July 31 of the applicable even-numbered calendar year.

### Proposed

#### Section 6.3 Election

(b) Nominations. Nominations for Zone Committee Member shall be made by the current Directors. A Director may only make a nomination for the Zone Committee Member of such Director's Zone, and the nominee must be a Director in that Zone. Nominations must be made between July 1 and **July 31** of the applicable even-numbered calendar year. These nominations must be received at the Association's headquarters by July 31 of the applicable even-numbered calendar year.

☐☐

Yes

No

Name

Date

NATIONAL SKEET SHOOTING ASSOCIATION  
5931 ROFT ROAD • SAN ANTONIO, TEXAS 78253-9261 • (210) 688-3371

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# Masters Contract

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# U.S. Open Future Plans

DRAFT

# 2020 World Shoot Format

DRAFT

# MCA Renewal

DRAFT

## **NSSA State Shoot Program**

2019 Proposal to help grow every state shoot and grow the membership

We would try this for 3 years and then re-evaluate

### **NSSA Provide:**

1. NSSA would invest \$250 of marketing funds into each state shoot that participates.
2. The \$250 would be to pay the entry fees of (5) New Members (someone that has never been a member before and not a current New Member) to shoot the 12 Gauge Event at the State Shoot.
3. We will also provide a ½ page ad that will be in the State Shoot Program
4. CLM Membership for all 5 New Members

### **State Association Provide:**

1. Provide (5) entries for \$50 each to New Members paid for by NSSA. The \$50 will cover all state, NSSA, state association fees and target fees. The shooter will be able to shoot the 12 Gauge Event at no cost. If the New Member wants to they can pay out of pocket to play any options.
2. Will provide the NSSA the name and contact information for this new member.
3. Provide ½ page advertising in the State Shoot Program for the NSSA.
4. Will promote NSSA as a sponsor of the State Shoot

### **Goal of this program:**

1. Partner with our State Associations to grow the State Shoots
2. To grow the membership
3. PR for the NSSA to our current members that we're working to try and grow the game of skeet.
4. If all states participate that would bring in 250 new members to the association at to our State Shoots

### **Cost:**

1. 50 States all getting \$250 would total \$12,500
2. After 3 years we would have invested \$37,500 in our state shoots.

### **Note:**

1. If we can convert 50% of these new members to paid members the following year we would generate \$5,000 and if we kept them for 3 years that would be \$15,000 total. That would be over a 100% pay back.
2. Above and beyond the payback we are helping our State Association grow their State Shoots and membership.
3. Were also showing the membership we're working to grow the game of skeet.
4. We will provide the clubs some tips on how to welcome the new shooters to registered shooting.
5. We will encourage the clubs to squad these shooters all together and send an ambassador of the state to help the squad thru the round to answer questions and give some basic tips.

Reference: NSSA Shooter Classification Proposal

**Summary:** The EC along with many others have tried to gain NSSA membership and retain members. We have identified many reasons why we loose shooters every year. One of those reasons is that a shooter has reached a certain gun classification and cannot move out of it when their shooting performance does not reflect that classification. Our system is “geared” to move a shooter up at a rapid pace but not in reverse. This frustration eventually leads to shooters not to compete because they cannot compete against fellow shooters in their classification....thereby eventually leaving our game altogether.

**Proposal:** Allow shooters to move in and out of classes based on their shooting record at will. This will reflect the shooters ability. If the shooter “gets hot”, they will move up in class....conversely, if a shooter has a “rough patch”, they will move down in class. This moving up and down in class will happen “at will” and not at the current program – move down once per year.

I propose to send this proposal to the rules committee for proper vetting and hopefully have a response by the January meeting for possible implementation for the 2019 shoot season.

**DRAFT**- Executive Committee Fall Meeting September 28, 2018 / San Antonio, Texas

sid	f_name	mi	l_name	title	city	state	country	attended_years
32451	PHILIP	F	MURRAY		HOUSTON	TX		54
47936	TED	C	HATFIELD	MD	THE VILLAGES	FL		49
62432	ROBERT	C	PAXTON		RICHARDSON	TX		48
60252	JOHN	D	SHIMA		SAN ANTONIO	TX		47
70334	FRED	H	PETERS		TULSA	OK		45
83818	TODD	D	BENDER		ALPHARETTA	GA		42
82140	AL		MAGYAR	JR	ROCHESTER HILLS	MI		42
73940	HOWARD	M	ALTMAN		OSPREY	FL		38
105800	JOHN		HEWITT		NORWICH		ENGLAND	38
60827	BEN		HULSEY		MONROE	LA		38
97230	ANDREA	H	LEHR		FARMINGTON	NY		38
89550	R B		WILSON		TUCSON	AZ		38
74701	ROBERT	U	MYERS	USN-RET	BURKE	VA		37
27113	LOUISE	K	TERRY		VERO BEACH	FL		37
104439	MARY	A	DEFRANCESCO		BRANFORD	CT		36
92084	ARCHIE		ALEXANDER		FESTUS	MO		35
68444	MIKE		BRAZZELL		PIPE CREEK	TX		35
16895	BILL		HARDER	JR	LINCOLN	NE		35
83964	REBECCA	L	MCCUMBER		NAPLES	FL		35
55496	EDWARD	L	DEAN		EAST PEORIA	IL		34
117522	ROBERT		DEFRANCESCO		BRANFORD	CT		34
120291	RANDY		HULSE		ROCKWALL	TX		34
111335	GREGG		PAILLEX	USAF-RET	SAN ANTONIO	TX		34
114547	BOBBY		SCOTT		FLORISSANT	CO		34
119748	JIM	W	TINER	USA-RET	FAYETTEVILLE	NC		34
115770	WM	B	THOMAS	JR	HUNT	TX		33
99930	JAMES	L	BIDDLE	MD	MCALLEN	TX		32
46337	GEORGE	G	LEHR		FARMINGTON	NY		32
116589	LOUIS	A	LEVY		SAN ANTONIO	TX		32
104794	CHARLES	A	LUCAS		CHELMSFORD		ENGLAND	32
116376	PETER		BLOOMFIELD		SUFFOLK		ENGLAND	31
36214	RICHARD	J	BRISKIN		OVANDO	MT		31
76908	BEN	D	KAPLAN		GUILFORD	CT		31
117676	TRISH		MAGYAR	USCG-RET	ROCHESTER HILLS	MI		31
110320	BRIAN	K	VESS		KENSINGTON	MD		31
64894	BILL		BURKE		LIVERMORE	CA		30
112119	KENNETH		CANNERELLI		PHOENIX	AZ		30
80079	DOUG		COULTER	USAF-RET	SAN ANTONIO	TX		30
97157	JAMIE		GAINES		BANDERA	TX		30
88117	JAMES	M	GAST		WARSAW	IN		30
85658	REBECCA	A	MYERS		BURKE	VA		30
28870	ROBERT	S	VARNEY		FORT SMITH	AR		30
131950	BILLY	D	WILLIAMS		BILLINGS	MT		30
64442	JIM		COSTIN		BLUE SPRINGS	MS		29
115028	DONALD	J	KELLY		HOBART	WI		29
134069	SUE	E	COSTIN		BLUE SPRINGS	MS		28
95069	TOMMY	R	MOORE		SAINT LOUIS	MO		28
122934	JOE	F	SOLSONA		GREEN COVE SPRINGS	FL		28
123106	JOHN	K	WATERS	JR	OXFORD	MD		28
128718	JOHN		CASTILLO	JR	CYPRESS	TX		27
128748	JOHN	H	IMBT		PINE GROVE MILLS	PA		27
82436	MARK		MOLENAAR		FOX RIVER GROVE	IL		27
77510	MICHAEL	E	SCHMIDT	JR	COLEMAN	GA		27
88090	FRANKLIN	E	CALLAHAN		STARKVILLE	MS		26
134312	WILLIAM	A	DUNKUM		MABELVALE	AR		26
124179	CLIFF		MOLLER		KATY	TX		26
87783	JOHN	P	RAMAGLI		RACINE	WI		26
140358	TOM		SHEPHERD		OVERLAND PARK	KS		26
130629	RODNEY		BEAMSLEY		MCALLEN	TX		25

134942 LAURIE

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OVERLAND PARK

KS

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**DRAFT**- Executive Committee Fall Meeting September 28, 2018 / San Antonio, Texas

138852 JOHN	C	HAUGH		WESTLAKE	OH	25
137986 RON		HURLBERT		GARDNERVILLE	NV	25
96606 KENNETH	E	KETH		EUSTIS	FL	25
132016 MICHAEL	E	LEININGER		BOERNE	TX	25
143887 DEBRA	J	PERRY		GERMANTOWN	MD	25
125142 JIM		ADAMS		LINCOLN	NE	24
59362 VAN		BOERNER	USMC-RET	SAN ANTONIO	TX	24
70682 JIM		COOPER		CORPUS CHRISTI	TX	24
141999 CLARK		HARTNESS		STARKVILLE	MS	24
141542 VAN		LEWIS		WINFIELD	KS	24
147170 GARY	L	MATTHEWS		EDMOND	OK	24
90773 WILLIAM	J	WAINSCOTT	SR	RUSSIAVILLE	IN	24
132838 BILL		WILSON		KATHLEEN	GA	24
44642 T D		BERKES	III	MURFREESBORO	TN	23
146697 DAVID	M	BLOMEYER		LEAWOOD	KS	23
142187 GARY		BURLEY		SPRING BRANCH	TX	23
142191 BABETTE		BURLEY		SPRING BRANCH	TX	23
145754 MARIE	L	CALLAHAN		STARKVILLE	MS	23
143946 BRUCE		CHRISTIAN		ZANESVILLE	IN	23
136423 RUSTY		HYDE		LITTLE ROCK	AR	23
74820 WILLIAM	J	NIELSEN	JR	HARRISON TWP	MI	23
116030 BILL		SINNOTT		AUSTIN	TX	23
145867 DAVID	A	WOOD	USA-RET	HARKER HTS	TX	23
140113 THOMAS GALE		ALLEN		HERNDON	VA	22
134269 JOHN E		BARNES	USAF	KATY	TX	22
134365 SHERRI		GARROUTTE		COLLINSVILLE	OK	22
119443 ROBERT (BOB)		HENDERSON		SAN ANTONIO	TX	22
125895 ALBERT	J	MARULLO		GREENWICH	CT	22
109255 CRAIG	T	PARSONS		GENEVA	NY	22
71906 MIKE		SCHMITT		BENBROOK	TX	22
110513 RUSSELL	M	WALKER		CARRIERE	MS	22
119439 RANDY		BATES		BOERNE	TX	21
142037 STUART	L	BROWN	USAF	DUDLEY	NC	21
152656 JOSEPH	H	CHARLES		ASHLAND	KY	21
129617 STUART	C	GIFFORD		N FALMOUTH	MA	21
138540 JOHN	M	HERKOWITZ		COMMERCE TWP	MI	21
130330 ALLEN		MCCANNON		ELBERTON	GA	21
149702 KEVIN		MONTELEONE	DDS	TAMPA	FL	21
143327 MARK	P	MYERS		ADKINS	TX	21
53478 MARINA	E	PAKIS		MEMPHIS	TN	21
150908 JAMES	R	SADLER		CLERMONT	FL	21
126028 MICHAEL	D	SEARLE		HOBE SOUND	FL	21
128331 MURRELL		SMITH	JR	GIBSON ISLAND	MD	21
150193 BILLY RAY		SUGGS		WHITE OAK	TX	21
22404 HELEN	S	SWETMAN		CORPUS CHRISTI	TX	21
99607 MICHAEL		VICKERS		PRAIRIEVILLE	LA	21
133879 BETTINA	A	WOHLFORTH		GREENS FARMS	CT	21
134819 DANIEL ERIC		ADAM		HOWELL	MI	20
37493 CHUCK		BLACK		EDMOND	OK	20
153885 DAVID	P	HEBERT		LAFAYETTE	LA	20
152880 LARRY		HICKS		LENEXA	KS	20
149631 J ROSCOE		JOHNSTON		VICTORIA	TX	20
151645 ROBERT		KLINE		BANDERA	TX	20
142272 ALLEN	R	MEANS	USAF	COVINGTON	GA	20
46283 ARVEL		MENDENHALL		SALEM	MO	20
96641 DONALD	D	TESCH		CHASKA	MN	20
138896 DEREK	P	WILSON		SOUTH YORKSHIRE	ENGLAND	20

# Database Update

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# ZONE SHOOTS

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# State, Zone and Club NSSA Medals

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# BOD Binder Review

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# Adjournment