



EXECUTIVE COMMITTEE MEETING
Thursday – May 25, 2017
8:30am – The Hampton Inn Fort Wayne, IN

DRAFT Meeting Minutes

Participants:

President- John Haugh

Vice President- Don Kelly

Secretary/Treasurer- Chris Naler

Assistant Secretary/Treasurer- Meredith Tunick

Past President- Jack Tans

Zone 1- Mary Alice DeFrancesco (Proxy for 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

At Large Director - Louise Terry (via phone beginning at 0900)

Special Projects- Nathan Boyd

Skeet Director- Gary Burley

Legend: **Motions** & **Action Item** consolidated matrix on last page.

May 25, 2017: Call to order at 0757 AM / Adjourned at 1736 PM (All Members of the EC present)

A. ROLL CALL (CN)

1. NSSA Officers, Executive Committee & Directors' List (Front Pocket) (CN)
2. 2017 – 2018 NSSA Committees Roster (CN)
3. NSSA / NSCA Management Chart (CN)

B. MINUTES

1. Approve Minutes of EC Meeting January 27-28, 2017 (CN)

Motion: To approve minutes from the meetings listed above (M: Jack Tans / 2d: Dave Wood).

Motion approved by unanimous voice vote.

C. UPCOMING MEETINGS

1. Executive Committee Meeting – September 29, 2017 - NSC Complex
 2. Board of Directors Meeting – October 1, 2017 - NSC Complex (Beretta Pavilion) 6:45pm dinner - 7:45pm meeting
- John Haugh notified EC that the Winter EC meeting (Jan/Feb 2018) will be held at a different time due to a conflict with the Shot Show; may be scheduled in February 2018.

D. MARKETING & COMMUNICATIONS

1. MCA Presentation – Gail Tesky/Barry Elk
 2. Communications Report (MH)
 3. Marketing Report (MH)
 4. NSSF program - “National Sport Shooting Month” (MH)
- Michael Hampton- Covering marketing update for Sherry who is on vacation. CTN continue to grow in advertising and positive reader feedback. Good feedback from on-line scoreboard. Thaddeus (photographer) was present at the Masters in Savannah to improve photography library to support CTN images.
 - Sherry, Nicki and Raul- working with MCA to improve CTN, Target Talk, etc.
 - Website continues to be updated.
 - Record Annual- announcement for the RA. All Life Members (upon request to NSSA HQ) get the RA for free, all World Shoot attendees will also receive a hard copy, Annual members must order a RA for \$10; all NSSA clubs will also receive a RA.
 - Jim Tiner- requested clarification on Records Annual availability at World Shoot. Confirmed that RAs will be provided to World Shoot attendees.
 - Michael Hampton- updating website search capabilities to allow for a more comprehensive site search of contents, archive info, etc.
 - John Haugh- referenced the need to create a library of photos of shooters. Michael Hampton encouraged shooters to provide current and past photos of shooters and events.

Marketing Committee Update (Alessandro Vitale)

- It was decided not to spend the funds as the Committee had originally proposed for State Shoots, except for the additional funds to expand the Rewards Points for participating in State and Zone shoots, which will be implemented this year.
- Developing the One Gun event concept to support increased participation of recreational and junior shooters.

Action Item (1): Gary Burley to contact State and Zone shoot organizers to encourage them to inform shooters of the additional funds provided by NSSA to support the Shoot for Rewards program.

NSSF Update (Michael Hampton) NSSF has hired a new director and is looking to ramp up marketing activities to increase shooter engagement. NSSA will partner with NSSF to assist.

MCA Presentation – Gayle Teskey/Barry Elk

- Provided an overview of various approaches to increase NSSA membership
- 14% CLM retention year 1 to 2 (compared to 3 times the retention rate for NSCA)
- MCA has been contracted to provide analyses (starting on May 1). Will provide a comprehensive report on findings and make recommendations on NSSA branding, marketing, membership, terminology, processes, programs, etc. Opportunities identified:
 - Plug the membership retention holes
 - Engage new members
 - Outreach/lead generations- “permission to communicate”
 - Improve the way current benefits are presented
 - Discipline- decide what success looks like before launching a project
 - Toolbox:
 - Technology (database, landing page builder)
 - Lead generation products
- John Haugh- will hold a conference call to evaluate work-to-date at 2 month mark.
- Chris Naler- Can you determine the cost of acquisition and cost retention metrics? Yes. We want to ultimately look at acquisition cost by channel. We need to be able to show goals of acquisition and goals for retention.
- Gary to obtain copy of the MCA Presentation.

--- (10 minute break) ---

E. OLD BUSINESS

1. EC Update on Non-renewed clubs (GB)

- NSSA member clubs have access to SIAI insurance policies.

Action Item (2): Gary Burley to contact all the clubs to communicate the benefits of being in NSSA (Magazine, access to SIAI insurance, the ability to conduct registered shoots). Also contact State Directors.

2. Triangle Gun Club-VA-request for assistance: No further action warranted.

3. Open All-American Team minimums (TP)

- Tom Pavlack provided an overview of inconsistencies for minimum levels (i.e. Lady minimums differ from Open minimums) and recommended that we send this issue to the All-American Committee for further assessment.
- EC can recommend to the Board of Directors to standardize the minimums requirement across Open Team, All-American and High-Average Leaders

Motion- recommend that the Board of Directors (BOD) review and provide written consent to amend Rule III-H-2 “candidates for All American Team Minimums... Open 1000 (12ga), 1000 (20ga), 1000 (28ga), 1000 (.410), 500 (Doubles), for execution on Jan. 1, 2018. Approved by unanimous consent via voice vote. (M: Jim Tiner/ 2d: Tom Pavlack).

Action Item (3): Make recommendation to the Board of Directors (BOD) to amend Rule II-H-2 “candidates for Open All American Team Minimums... Open 1000 (12ga), 1000 (20ga), 1000

(28ga), 1000 (.410), 500 (Doubles), for execution on Jan. 1, 2018. All concurrent team minimums will remain the same.

F. NEW BUSINESS

1. By-law change-Directors must vote (participate) to retain position (GB)

- Gary Burley- we are looking for ways to encourage Directors participate in meetings
- May want to publish Directors' participation and voting record (with the exception of Election votes, which are confidential). Increases transparency and accountability.
- Steve Scales- under Roberts Rules of Order, the generally accepted interpretation by registered parliamentarians is that voting by a Board Members is not a condition of the office and a non-vote should be treated as an abstention.

Motion- to publish the results of the ballot. (M: Jack Tans/ 2d: Billy Williams). Approved by unanimous consent via voice vote.

2. Club Grant Request-Willow Creek, Pierre, SD (GB)

- Gary Burley- currently there are no registered events being held in South Dakota.
- Jack Tans- we usually review these requests at the end of the year, not mid-year.
- Steve Patke (Zone 5 Chairman) also was not made aware of the request. Steve Patke requested that we table this issue so he can research it and provide an update to the EC in October.

Action Item (4): As Zone 5 Chairman, Steve Patke will research the request for a club grant from Willow Creek, Pierre, South Dakota) and report back to the EC on 29 September, 2017.

3. Youth Development Endowment Fund (DK)

- Don Kelly- Since 2013, we have collected \$82,000 for youth development. The majority of the funds came from the sale of a Krieghoff collection that was bequest to the NSSA. Suggestion to develop an endowment fund. Would be tax deductible.
- Steve Scales- we would need to figure out how it fits into our marketing plan; work with accounting firm to set up the endowment with our bank.

Action Item (5): Nathan Boyd to explore the creation of a Youth Development Endowment Fund and report back to the EC on 29 September 2017.

4. Disciplinary Actions (NSCA Members) (MH)

Motion- to uphold the NSCA EC decision on disciplinary action (M: Steve Patke / 2d: Mary DeFrancesco). Approved by unanimous consent via voice vote.

5. RV Policies at NSC (MH/TP)

Discussion of current RV policies at the National Shooting Complex.

Tom Pavlack- only 151 RV spots available, but for Nationals, it is already maxed out and the wait list is approximately 192.

6. Discussion of Possible Luxury RV Park (TP)

Tom Pavlack- will be moving our entrance to the top of the hill, which led to discussions of opening up additional RV spots.

7. First Responder Concurrent

Motion to send out to rules committee for further review. Approved by unanimous consent via voice vote. (M: Gary Matthews/ 2d: Jim Tiner).

Action Item (6): Send the First Responder Concurrent definition to the Rules Committee for further review and report back to the EC on 29 September 2017.

8. II-D-8a Armed Forces Team Representation Housekeeping of Rules Submitted to Rules Committee
9. One Gun Game (GB)
 - Gary Burley provided an overview of the Marketing Committee's proposed One Gun Game format. Referenced Cliff Moller (Best of Texas) as a potential opportunity to try out the format and get feedback.
 - Concept and idea is a good idea.
 - Steve Patke- Did beta test at Northbrook at closed club shoot favorable response and further pursue opportunities to roll this out (Nathan- suggested to hold this event at Club Championships for instance).

Action Item (7): Gary Burley and Marketing Committee to pursue opportunities to beta test concept.

Action Item (8): Chris Naler and Dave Wood to send a recommendation for a definition change to Armed Forces Military Team eligibility. Submitted to Chairman of Rules Committee.

G. LUNCH

H. EXECUTIVE SESSION

I. BUDGET / FINANCE

1. Finance Committee Report (SS)

The Finance Committee Report is as follows:

The Finance Committee has held two meetings by conference call since the January meetings in San Antonio. The first was a special meeting called February 28, 2017 to review and approve the NSCA Marketing Fund plan for 2017 spending. Some modifications and adjustments were made to the original list by the NSCA reps during the meeting; following several work items, the amended requests have been approved. Brett Moyes has the final approved list with the dollar amounts.

Also in February, Steve Scales deposited \$263K into our investment portfolio representing the net proceeds of the 2016 Life Member subscriptions; the investment recommendation from our financial advisors was approved by the Committee on March 23.

The second Committee meeting, the regularly scheduled quarterly review, was held on April 18, 2017. First quarter portfolio performance (+4.7%) exceeded our benchmarks (4.0%) and the portfolio value on the day of the meeting was \$3,576K. Steve Scales reported that our fiscal 1Q17 operating plan results were ahead of plan also. Gary Burley presented initial plans for NSSA Marketing Funds for 2017. \$35K was approved in this initial request; more work is being done in

the NSSA Marketing Committee now headed by Zone 2 EC member, Alessandro Vitale, to define additional proposals which will be discussed at the May 25 EC meeting in St. Joe, IN.

Michael Hampton reviewed a proposal for a consultancy with MCA (Gaye Teskey) to create a 4-year Marketing Plan to address how to grow Association membership. Nathan Boyd will be the point person to interface with MCA for the Association; there will be several workshops with the staff in San Antonio to lay the groundwork for a proposal from MCA. Chris Naler volunteered to lead an NSSA/NSCA advisory group to interface to the consultants as work progresses thru July. \$34K was approved for this contract including required travel.

Gary Burley also presented a plan to develop a technical requirements document for the IT project to re-write/replace our TEAMMS software system. Request for \$15.6K for a 5.5 week effort with a software company in Dallas; work to be completed in July; approved.

Good news: our bank loan at FROST BANK to finance building the second maintenance barn at NSC has now been paid off in full. The last payment was sent in April.

Last piece of late breaking news: the NSC lead reclamation effort which began in November, 2016 has now been completed and we are awaiting receipt of our share of the proceeds which is estimated to be approx. \$190K.

Next regularly scheduled meeting of the Committee will be held July 18 to review the second quarter results.

Louise Terry, Finance Committee Chair 5/12/17

2. March 2017 YTD Financial Statements (SS)

Motion- EC has reviewed IRS form 990. Approved by unanimous consent via voice vote. (M: Jack Tans/ 2d: Jim Tiner)

3. Financial Overview of Major Spring Events (SS)
 - a. 2017 Blaser Skeet Classic
 - b. 2017 Southwestern Grand (handout)
 - c. 2017 World Sporting Clays Championship (handout)
 - d. 2017 Krieghoff Masters (handout)
4. Lead Reclamation Results (SS)
5. Form 990 Review (SS)
6. New Corporate Policies (SS)
 - a. Accounting for Life Membership

Motion- to approve and adopt accounting policy for life members (#NSSAACT401). Approved by unanimous consent via voice vote. (M: Don Kelly; 2d: Steve Patke)

7. Add Amber Schwarz as signer to Frost Tournament account (SS)

Motion- to add Amber Schwarz as signer to Frost Tournament account. Approved by unanimous consent via voice vote. (M: Gary Matthews; 2d: Steve Malcolm)

8. Election of Audit Committee (SS)

Motion- to present the following members to the Audit Committee for the upcoming year- Gary Matthews, Barry Rich, David Ballerini, Ben Kaplan, Jack Tans. Approved by unanimous consent via voice vote. (M: Mary Alice D; 2d: Jim Tiner)

J. INFORMATION TECHNOLOGY

1. IT Project Update (GB)
 2. Director's Report (GB)
- Gary Burley provided an overview of the current state of NSSA IT. Worked with Brad Jones and reviewed 20 different companies for suitability to become an IT partner. Created a short list of 3 candidates and selected Sign Soft (Based in Dallas, TX) and have off-shore design work based in Ukraine. A business analyst will be on-site at San Antonio on June 9 and will create functional technical requirement and will have a report by mid-July. Finance Committee previously approved \$15.6K to fund this initial step.

K. NATIONAL SKEET SHOOTING ASSOCIATION (GB)

1. NSSA Director's Report (GB)
 2. Youth Development Committee (NB)
- Youth camps will be beginning soon and several camps will be using the reimbursement program we approved in January.
 - 3. 2017 World Championship
 - a. Free Entries from State and Zone
 - b. Bring A Friend Program
 - c. World Shoot Program (July 1st Publish Online)
 - John Haugh suggested we do a better job in proofreading the program prior to publishing.

Action Item (9): Gary Burley to enlist Debbie Perry, Jim Tiner and Trish Magyar to assist in proofreading the 2017 World Shoot Program prior to it being published.

- d. World Gun Awards criteria

Motion- During the World Shoot, class champs are limited to one gun per person. Class champ gun award corresponds to the first gun (event) won. Approved by unanimous consent via voice vote. (M: Billy Williams; 2d: Dave Wood)

- e. Junior Concurrent at Mini-World

Action Item (10): Gary Burley and Nathan Boyd to survey the active Junior shooters and receive feedback on offering Junior concurrent at the Mini-World.

- f. Proof Ammo-still a valid need?
- g. Nightly stadium prize giveaways
- h. 2016 WS Survey results
- i. 2018 World Shoot format

Action Item (11): Gary Burley present possible formats for the 2018 World Skeet Championships and request feedback from all participants of the World Shoot from the past two years, as well as our current Directors, via Survey Monkey. The possible formats are as followed: *Survey complete by 23 June. EC will host phone call once survey results are complete to decide on 2018 format.*

- 1) No change for 2018
- 2) Prefer a 5-day or 6-day format
- 3) How many 12ga targets to offer (i.e. 100/200, 125/250).
- 4) 5-day format
 - Monday- WM and Doubles
 - Tuesday- 12ga (75 x 2)
 - Wednesday- 20ga
 - Thursday- 28ga
 - Friday- .410
- 5) 6-day format
 - Monday- WM and Doubles
 - Tuesday- 12ga (100)
 - Wednesday- 12ga (100)
 - Thursday- 20ga
 - Friday- 28ga
 - Saturday- .410
- 6) 6-day format
 - Monday- WM and Doubles
 - Tuesday- 12ga (125)
 - Wednesday- 12ga (125)
 - Thursday- 20ga (100)
 - Friday- 28ga (100)
 - Saturday- .410 (100)

j. Any other Discussion Items

4. Masters Skeet Championship
5. Junior World
 - a. COC as Event 6
 - b. 2018 Host Club
- Nathan sent out an email to every club with 10+ fields re: potential host club locations. 25 clubs in total, some were larger, more well-known clubs, but some were less known (i.e. Arrowhead in Virginia).
- Discussed increasing engagement with University and College recruiters at the youth shooting level.
 6. U.S. Open
 - a. Group 2 in concurrents for 2018 shoot. No change.
 7. Membership Statistics
 8. Membership State and Country Report (Back Pocket)
 9. Target Statistics
 10. Self-Refereeing Squads

L. OFFICERS REPORTS & ZONE REPORTS

ZONE 1:

No input provided.

ZONE 2:

Zone 2 is happy to report record turnout for our shoots. We have many new NSSA members and first time shooters who participated in their first registered shoots! We're looking forward to a successful summer filling our shoots.

A discussion I would like is about disciplinary actions against shooters who demonstrate unsportsmanlike conduct, how to address complaints? What are the proper protocol of action? How does the NSSA avoid any legal entanglement? Being new to the Executive Committee, I would like to know how to properly support my fellow shooters.

- Alessandro Vitale

ZONE 3:

The season is getting under way. There have been a few shoots so far and the weather is cooperating. The Mid-America (May 25-28) at St Joe Valley Conservation Club is close to full (220 shooters) but is still taking reservations. This is a top 10 shoot. The EC will also have its summer meeting on Thursday (May 25) in St Joe, IN.

Plans for the Junior World Skeet Championships (July 27-30) are going well. It appears that there will be some college recruiters attending to meet and greet shooters and parents. Registration opens at the end of April. There will be more details on social media at NSSA.

The Cardinal Shooting Center (north of Columbus, OH) is a new member to the NSSA association. They have recently built 14 skeet fields and host the SCTP nationals. They are scheduling some 1-day and 2-day events this year....so check them out.

The Motor State hosted by Detroit Gun Club has decided to suspend the event for this year only due to falling participation. It will be back in 2018 and with a new twist. The folks at Detroit Gun Club and their sponsors are working on a new program to add excitement and fun.....so stay tuned. They will be announcing more details in the upcoming CTN. The shoot date (July 7-9) will be utilized and the event will be called: One and Done.

With a new class of world records - single gauge events (must be a 400 or 500 bird event), there are (2) such events in our zone this year:

- The first is the **Great 28** at Gun River Skeet & Trap Club (Plainwell, MI). This is a 400 bird, 2-day event - all 28 gauge.
- The second is the **Poco Loco** at St Joe Valley Conservation Club and this is a 400 bird, 2-day event - all .410 gauge.

Both of these events are unique and are "customer oriented."

-Tom Pavlack

ZONE 4:

The Master's was well attended although the wind was a challenge. Approximately 350 shooters attended.

The Armed Services Championship is being conducted at Jacksonville Clay Target Sports with 160 competitors. The pre-shoot, the General Pletcher Open, was a near sell out and well conducted.

-Jim Tiner

ZONE 5:

Zone 5 shoot will be held August 11, 12, 13, 2017 will be held at Lincoln Trap and Skeet. Northbrook Sports Club is hosting the US Open, September 7, 8, 9, 10, 2017.

I contacted the gun clubs that had not renewed membership with the NSSA. Three clubs had joined NSSA in the hopes of receiving an insurance benefit for the club. They decided not to renew when there was no benefit for them. Two of the clubs no longer have any registered skeet shooters as members, so didn't feel the need to renew NSSA membership. One club is interested in rejoining if there is an emphasis on 12 gauge events.

Shoots in this Zone are just getting started.
-Steve Patke

ZONE 6:

Zone 6 seems to be doing fine. The Blaser was slightly up, overall there were 1421 event entries, up from 1189 in the previous year. The event 6 28 gauge doubles had 42 entries so is definitely worth putting on again next year.

The Paxton Arms Metroplex (4-28 to 4-30) held at Dallas Gun Club was full, with a wait list. Unfortunately the skeet gods did not cooperate with the organizers so we got high winds and rain for most of the weekend.

The Ducks Unlimited shoot at Little Rock was well attended and the SCTP shooters all had a great time. Overall everything seems well in Zone 6.
-Gary Matthews

ZONE 7:

- 2017 Zone 7 shoot was held April 28 – 30 hosted by the Vegas Skeet Association at the Clark County Shooting Complex in Las Vegas
 - First time this facility has hosted the Zone 7 shoot.
 - 158 shooters with all 13 Zone 7 states represented.
 - We were able to cover the cost of concurrent awards with a minimal event fee increase and entered everyone into their concurrents.
 - 2017 – in the 12 ga: 157 shooters with 194 concurrent entries
 - 2016 – in the 12 ga: 130 shooters with 86 concurrent entries
- 2018 Zone 7 shoot is scheduled for the Kern County Gun Club in Bakersfield, CA in late April 2018 pending the signing of the contract.
- Zone 7 committed funds to help sponsor junior/sub-junior shooters from Zone 7 attending the 2017 Junior World.
 - All monies will be sent to the shoot to be applied toward their registration.

-Billy D Williams

ZONE 8:

At the time of this report, the Northern Hemisphere clubs are really just starting to get into the swing of things. In my home province of Ontario, there has been only two (one gun shoots) at this time. The encouraging news is that one of the shoots had 5 CLM's initiated out of 18 participants.

British Columbia appears to be gaining traction and activity. Their early shoots have been well attended and they are gaining new members. This is due to a lot of encouragement and promotion by a core of enthusiastic shooters that seem to be driving this.

The New Zealand and Australian seasons are in full swing, and from what I have been able to gather from Facebook posts, things are moving quite briskly there as well, with decent attendance at their events.

We are expecting to have good attendance at our satellite Zone 8 shoot in August. Britain participated for the first time in 2016 and the results were favorable and greater participation is expected this year. There should be a high number of participating clubs in Canada as well.

-Steve Malcolm

ZONE 9: No input provided.

M. LONG RANGE PLANNING COMMITTEE (MH)

Long Range Planning Committee Report is as follows:

In mid-May, we received news on two major topics which have been gating several future projects at the NSC. In order to review this information and get a consensus recommendation on how to proceed in a timely way, a joint Finance & Long Range Planning Committee Meeting was held via conference call on May 15. All projects were discussed in light of this new information and an attempt was made to re-prioritize them to determine which efforts to recommend we pursue in 2017 and beyond.

The first news was receipt of the Certificate of Determination (COD) for the platted “central core” area of the property which now allows us to proceed with project plans and to obtain building permits for any activity within the boundaries of that platted central area.

The second was notification that any new building greater than 1500 sq.ft. now requires fire protection which, for our plans on record would entail 2 new larger-capacity water taps into the Rofit Rd. water main and 2 fire hydrants installed – one in the area of the new Academy building and one installed to service the central core area. Estimated cost of this two-pronged implementation is \$400K. This cost is split approx. 50/50 between the two locations, so if only one location were implemented, the bill would be estimated at \$200- \$215K each.

Given the above news and with input from the NSC staff based on their business plans, all projects were discussed and either re-prioritized or recommended to be discontinued.

1. The Academy – this had been planned to be a newly constructed building on the east end of the middle skeet fields row for use as an auxiliary clubhouse. Given the additional cost of the fire protection requirement, it is deemed this project is no longer affordable. Recommended to drop this project; unanimous agreement from the Committees.

2. Fire Protection for the central core area – this would be an infrastructure investment in the area of our main buildings providing fire protection (unmetered water flow from the city main to a hydrant on the property) where today we have none on site. Additionally, if done this year, it would be implemented at today’s cost and available for any future projects in that area. After considerable discussion, a roll-call vote was taken as to whether to recommend this implementation: Brett Seibert – YES; John Haugh – YES; Jack Tans – YES; Don Kelly – YES; Tom Pavlack – YES; Harvey Schwartz – YES; John Commerford – NO; Ted Sapoznik – NO; Bob Lepor – NO; Hayward Cunningham – NO; Scott Robertson – NO. Vote was 6 YES and 5 NO; Committees recommend to proceed. Note: There was agreement that we need to ensure that future needs would be met with the proposed implementation capacity so we don’t find ourselves short against projected future needs.

3. Clubhouse kitchen renovation and electrical update - unanimous approval to recommend proceeding ASAP for target completion by YE2017.

4. New vendor building (3 new units) – this will require fire protection implementation in the central core area, therefore we need to get an updated cost estimate for this building and calculate the impact that will have on unit lease costs to determine if this project is still financially feasible. Unanimous agreement to proceed to get additional cost information before a final recommendation will be made by the Committees.

5. Expansion of RV Park – Given the demand at Nationals and at the TX 4-H shoot, this is a new item for consideration. Is an expansion of the RV Park desirable? The Master Plan defined a projected third road above the current two park roadways which could add 35 more spaces. Extensive discussion about the cost of doing this for such limited use. Since the major element of this project would be the electrical installation, there was unanimous agreement for Michael to get cost information just for the electrical part of this plan before any further recommendation can be made.

6. Pavilion renovation – brief discussion of the possibility of renovating the pavilion. This was dismissed because the anticipated cost would require other outside activities which are outside of our core business to make this financially feasible. Unanimous agreement not to proceed further with this discussion.

7. Other: Given the recommendation to drop the plans for the Academy building, the question was asked whether any permanent restroom/event facilities were warranted on the lower areas of the property for our major annual Championship events. Unanimous agreement that no *permanent* facilities were needed; suggested looking into having a large tent and “Royal Flush” toilet facilities during the World Shoot and the Nationals which would also allow locations to be moved around depending on where events are placed on the property year-to-year.

Louise Terry, LRPC Chairman
5/16/17

Motion- to allocate up to \$450,000 from the Academy club that we are no longer building to now fund kitchen repair and fire protection for our core area; both projects will be less than \$425,000.

Motion approved by unanimous voice vote. (M: Jack Tans; 2d: Dave Wood)

Motion- to accept the Long Range Planning Committee and Financial Committee reports.

Motion approved unanimous voice vote. (M: Jim Tiner; 2d: Tom Pavlack)

N. NSSA HALL OF FAME & MUSEUM

1. October 2, 2017 Hall of Fame Dinner - 6:45pm Open Bar – 7:45pm Dinner
Courtyard by Marriott Sea World Westover Hills
2. 2017 Referee Honor Roll
3. 2017 Inductee and Ray Boller Award

O. NATIONAL SHOOTING COMPLEX

1. 2017 Schedule of Events (MH)
2. Update on Construction / Maintenance for 2017 (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: Move to adjourn (M: Dave Wood/ 2d: Billy Williams). Motion approved by unanimous voice vote.

Action Item (Agenda Section)	Responsible Person/Cmte	Deliverable(s)	Due Date	Resource Requirement
<u>Action Item 1:</u> (Section D) Marketing & Communications/ Shoot for Rewards	Gary Burley / Shery Kerr	Contact State and Zone shoot organizers to encourage them to inform shooters of the additional funds provided by NSSA to support the Shoot for Rewards program.	ASAP	None
<u>Action Item 2:</u> (Section E) Old Business / Clubs Benefit Membership	Gary Burley	Contact all the clubs to communicate the benefits of being an NSSA (Magazine, access to SIAI insurance, the ability to conduct registered shoots). Also contact State Directors.	ASAP	None
<u>Action Item 3:</u> (Section E) Old Business	Executive Committee/ Board of Directors	Make recommendation to the Board of Directors (BOD) to amend Rule II-H-2 "candidates for Open All American Team Minimums... Open 1000 (12ga), 1000 (20ga), 1000 (28ga), 1000 (.410), 500 (Doubles), for execution on Jan. 1, 2018. All concurrent team minimums will remain the same.	Sept.29, 2017	None
<u>Action Item 4:</u> (Section F) New Business	Steve Patke (Zone 5 Chairman)	Research the request for a club grant from Willow Creek, Pierre, South Dakota) and report back to the EC.	Sept. 29, 2017	None
<u>Action Item 5:</u> (Section F) New Business	Nathan Boyd	Explore the creation of a Youth Development Endowment Fund and report back to the EC.	Sept. 29, 2017	None
<u>Action Item 6:</u> (Section F) New Business	Executive Committee/ Rule Committee	Send the First Responder Concurrent definition to the Rules Committee for further review and report back to the EC on 29 September 2017.	Sept. 29, 2017	None
<u>Action Item 7:</u> (Section F) New Business	Gary Burley	Pursue opportunities to beta test the One Gun Event concept.	Sept. 29, 2017	None
<u>Action Item 8:</u> (Section F) New Business	Chris Naler & Dave Wood Rules Cmte	Send recommendation for a definition change to Armed Forces Military Team eligibility. Submitted to Chairman of the Rules Committee 26 May 2017. Posted 30 May 2017 to On-line Rule book.	Sept. 29, 2017	None
<u>Action Item 9:</u> (Section K) NSSA/ World Program	Gary Burley	Enlist Debbie Perry, Jim Tiner and Trish Magyar to assist in proofreading the 2017 World Shoot Program prior to it being published.	Prior to July 1, 2017	None
<u>Action Item 10:</u> (Section K) NSSA/ Survey for Junior Shooters	Gary Burley/ Nathan Boyd	Survey the active Junior shooters and receive feedback on offering Junior concurrent at the Mini-World	Sept. 29, 2017	None

DRAFT- Executive Committee Meeting Minutes May 25, 2017

<p><u>Action Item 11:</u> (Section K) NSSA / World Program</p> <p>Survey Monkey</p> <ul style="list-style-type: none"> • 123 Directors • World Attendees minus Directors (last 2 years) 	<p>Gary Burley</p>	<p>Gary Burley to present 3 possible formats for the 2018 World Skeet Championships and request feedback from all participants of the World Shoot from the past two years, as well as our current Directors, via Survey Monkey. <i>format.</i>The 3 possible formats are as follows:</p> <ol style="list-style-type: none"> 1) No change for 2018 2) Prefer a 5-day or 6-day format\ 3) How many 12ga targets to offer (i.e. 100/200, 125/250) 4) <u>5-day format</u> <ol style="list-style-type: none"> a. Monday- WM and Doubles b. Tuesday- 12ga (75 x 2) c. Wednesday- 20ga (100) d. Thursday- 28ga (100) e. Friday- .410 (100) 5) <u>6-day format</u> <ol style="list-style-type: none"> a. Monday- WM and Doubles b. Tuesday- 12ga (100) c. Wednesday- 12ga (100) d. Thursday- 20ga (100) e. Friday- 28ga (100) f. Saturday- .410 (100) 6) <u>6-day format</u> <ol style="list-style-type: none"> a. Monday- WM and Doubles b. Tuesday- 12ga (125) c. Wednesday- 12ga (125) d. Thursday- 20ga (100) e. Friday- 28ga (100) f. Saturday- .410 (100) 	<p>June 23, 2017- COMPLETED (23 June 2017) . <i>EC will host phone call once survey results are complete to decide on 2018</i></p>	<p>None</p>
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The following action matrix is remains active from the January 27-28, 2017 Winter EC meeting. These actions are in the process of being completed:

Action Item (Agenda Section)	Responsible Person/Cmte	Deliverable(s)	Due Date	Resource Requirement
<p><u>Action Item 1:</u> (Section D) Assess whether or not to award Ladies All-American points at 2016 Junior World Shoot.</p>	<p>Rules Committee & Gary Burley</p>	<p>Assessment and recommendation to EC</p>	<p>Prior to May EC Meeting Repeated in Action items #30</p>	<p>None</p>
<p><u>Action Item 2:</u> (Section D) Nominate Andy Schusteff as a new member of the Rules Committee.</p>	<p>Steve Patke</p>	<p>Nomination of new member of the Rules Committee</p>	<p>ASAP</p>	<p>None</p>
<p><u>Action Item 3:</u> (Section D) Send John Haugh new concurrent fee and results from shoot.</p>	<p>Billy Williams</p>	<p>Email new concurrent fee and results from shoot (Zone 7).</p>	<p>Prior to May EC Meeting</p>	<p>None</p>
<p><u>Action Item 4:</u> (Section D) Steve Malcolm to contact Sherry Kerr to review all NSSA materials to update geography in NSSA Annual, CTN, etc to ensure inclusion of Canadian provinces and other nations.</p>	<p>Steve Malcolm Sherry Kerr</p>	<p>Review of NSSA materials to ensure inclusion of Canadian provinces and other nations.</p>	<p>Prior to May EC Meeting</p>	<p>None</p>

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<u>Action Item 5:</u> (Section D) Nominations for all HOF, Ray Boller and all Referee awards sent to Gary Burley via Zone Directors.	Gary Burley All Zone Directors	Provide nominations for all HOF, Ray Boller and Referee awards	Prior to May EC Meeting	None
<u>Action Item 6:</u> (Section) Recognize positive member feedback from Bob Chestnut by sending thank you note from NSSA HQ.	Gary Burley	Communication (thank you note) from NSSA HQ	ASAP	None
<u>Action Item 7:</u> (Section E) Alessandro Vitale to present a concept to the Marketing Committee for the purposes of increasing member attendance at World Championship shoot-off events (e.g. "must be present to win" prize drawings).	Alessandro Vitale	Concept/plan to increase member attendance at World Championship shoot-off events	Prior to May EC Meeting Discussed at 25 May 2017 EC.	None
<u>Action Item 8:</u> (Section G) Gary Burley to review gun awards for World Shoot program and report back to EC with findings.	Gary Burley	Present findings and recommendation to EC	Prior to May EC Meeting Refer to 25 May 2017 minutes. First gun won, only one per World shoot per shooter.	None
<u>Action Item 9:</u> (Section G) Gary Burley to provide 2016 World Shoot survey results to the EC.	Gary Burley	Present survey results	Prior to May EC Meeting	None
<u>Action Item 10:</u> (Section G) Solicit clubs for 2018 Junior World Shoot	Gary Burley	Solicit clubs for 2018 Junior World	ASAP	None
<u>Action Item 11:</u> (Section G) EC Members to contact 59 gun clubs that did not renew their NSSA memberships for 2017 and report back via Zone reps for inclusion in the May report.	ALL EC Members Gary Burley	Communication/outreach to 59 clubs that failed to renew NSSA Membership; report findings to EC	Prior to May EC Meeting	None
<u>Action Item 12:</u> (Section G) Gary Burley to review the recent empirical data (2006-2016) focused on evaluating the impact of target minimums relative to the amount of targets shot.	Gary Burley	Review data and present findings to EC at May meeting	Prior to May EC Meeting	None
<u>Action Item 13:</u> (Section H) Gary Burley to create short list of 3-4 companies, develop criteria to select an outside firm to help build the architecture necessary to develop new shoot software, and to identify scope of work.	Gary Burley	Present findings and recommendation re: outside firm to assist in building architecture to support new shoot software	Deliverable expected by EC Conference Call (End of February) Presented at 25 May 2017 EC.	None
<u>Action Item 14:</u> (Section H) a proposed change to the world record classification was previously approved, that any 400 shot in any gauge will be a World Record; action to record these instances in the Records Annual for recognition purposes	Rules Committee	Review of proposed change and recommendation to the EC	Deliverable expected by EC Conference Call (End of February)	None

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<u>Action Item 15:</u> (Section H) Gary Burley and Steve Malcolm to discuss language to be included on the ballot for Sept 2017 BoD review.	Steve Malcolm Gary Burley	Review language and provide recommendation to the EC	Prior to May EC Meeting	None
<u>Action Item 16:</u> (Section J) For all nominative committee (e.g. all HOF, Honor Roll recognition) the submissions process will require input from State Director to Zone Director to the Skeet Director.	Gary Burley	Formalize and educate membership on awards submission process	Prior to May EC Meeting	None
<u>Action Item 17:</u> (Section J) HOF Committee was asked to review a proposal for HOF criteria. Conference call between January meeting and May meeting to discuss initial feedback.	HOF Committee	Conference Call, review proposal and provide recommendation back to EC	Provide recommendation for consideration at the May EC meeting	None
<u>Action Item 18:</u> (Section J) Meredith Tunick and Fred Tschantz to formally define the First Responders concurrent and report back to the EC for the May meeting for consideration during the 2018 target year.	Meredith Tunick Fred Tschantz	Provide feedback and recommendation to the EC	Provide recommendation for consideration at May EC meeting Submitted to Rules Cmt 31 May 2017	None
<u>Action Item 19:</u> (Section J) Alessandro Vitale to contact Triangle Gun Club (Virginia) regarding their request for special projects assistance.	Alessandro Vitale	Follow up with Triangle Gun Club; Report back to EC	Completed No further action	None
<u>Action Item 20:</u> (Section J) EC to send proposed Referee Certification Change back to Rules Committee for further action.	Rules Committee	Review Referee Certification Change and provide recommendation to EC	Prior to May EC Meeting	None
<u>Action Item 21:</u> (Section J) Revisit disparity between Open Teams vs. Concurrent teams (e.g. Ladies) with regard to minimums.	All-American Committee	Review disparity concerning minimums (Open teams vs. Ladies); Provide recommendation to the EC	Approved for BOD ballot at 25 May 2017 EC meeting	None
<u>Action Item 22:</u> (Section J) Assess whether or not to award Ladies All-American Lady points at 2016 Junior World Shoot	All-American Committee	Provide recommendation to EC on whether or not to award Ladies All-American Points at Junior World Shoot	Deliverable expected by EC Conference Call (End of February) Completed	None
<u>Action Item 23:</u> (Section J) Michael Hampton to explore options for external fundraising activities (e.g. contract employee, external company) and provide feedback for May EC meeting.	Michael Hampton	Explore possible external fundraising activities; provide recommendation to EC	Prior to May EC Meeting	None

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<p>Action Item 24: (Section K) Sherry Kerr, Gary Burley and Michael Hampton to email the score board on a monthly basis to NSSA member and clubs.</p> <ul style="list-style-type: none"> - After EC discussion we feel it is more important to provide our members with timely reporting of monthly scored board via email rather than providing an annual printed scoreboard towards the end of the shoot year. <p>C. We will refrain from printing annual scoreboard unless specifically requested by a member. Annuals will be printed and handed out at the World Skeet Shoot and opt to receive will receive mailing.</p> <p>D. Frame the a-la-carte membership: Current Life members, Annual members, etc oriented on the annual records annual.</p> <ul style="list-style-type: none"> - 2017: mail in \$10 for records annual <p>E. Record Annual mailing</p> <p>F. 2018: prepare for discussion at 2017 BOD.</p>	<p>Sherry Kerr; Gary Burley; Michael Hampton</p>	<p>Develop monthly email blast to NSSA members to include "shoot scoreboard."</p> <p>Formalize membership options for members to receive their choice of electronic and/or print copies of CTN, Annual, etc.</p>	<p>Deliverable expected by EC Conference Call (End of February)</p>	<p>None</p>
<p>Action Item 25: (Section K) Sherry Kerr request trial membership to Libris (by Photo Shelter) for possible new digital storage capabilities.</p>	<p>Sherry Kerr</p>	<p>Obtain trial membership; report back to EC</p>	<p>Deliverable expected by EC Conference Call (End of February)</p>	<p>None</p>
<p>Action Item 26: (Section K) Nicki Martin to produce a fleshed-out marketing plan for the NSSA League by the EC May meeting.</p>	<p>Nicki Martin</p>	<p>Produce marketing plan for possible NSSA League for review by the EC</p>	<p>Prior to May EC Meeting</p> <p>In development with MCA contract & Mkt Cmte</p>	<p>None</p>
<p>Action Item 27: (Section K) Develop criteria and metrics for the <u>State-Provinces-Regions Shoot Sponsorship Program</u> and change name to the "State Shoot and Provinces Sponsorship Program" by the February EC conference call.</p>	<p>Nicki Martin Gary Burley</p>	<p>Develop criteria and metrics; Provide information to EC for review</p>	<p>Deliverable expected by EC Conference Call (End of February)</p>	<p>\$82,000 discussed, \$32K approved with \$50K pending Feb EC call and subsequent analysis of proportionate funding and targeted funding to regions.</p>

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<p><u>Action Item 28:</u> (Section L) Nathan Boyd to develop the execution process for the implementation of the youth shooting incentive for the 2017 shoot season and report back to the Executive Committee ASAP.</p>	<p>Nathan Boyd</p>	<p>Develop process for implementation of the youth shooting incentive; Provide to EC for review</p>	<p>ASAP- COMPLETED (February 2017)</p>	<p>None</p>
<p><u>Action Item 29:</u> (Section L) Nathan Boyd and the All-American Committee to review All-American points for various closed-restricted-members only events and how this applies to NSSA-NSCA All-American teams. Back-brief Executive Committee ASAP for incorporation into 2017 target year.</p>	<p>Nathan Boyd; All-American Committee</p>	<p>Review All-American points for various closed-restricted events and provide recommendation to EC for further review</p>	<p>ASAP</p>	<p>None</p>
<p><u>Action Item 30:</u> (Section L) All-American points for 2016 Junior World for Lady's concurrent per declaration by Mike Dowling during the Junior World.</p>	<p>All-American Committee; Jim Tiner</p>	<p>Provide recommendation to EC</p>	<p>ASAP Completed. No record of shoot-offs were recovered.</p>	<p>None</p>
<p><u>Action Item 31:</u> (Section O) Nathan Boyd to publish the youth camp and youth shoot criteria as discussed in the Finance committee and EC.</p>	<p>Nathan Boyd</p>	<p>Provide youth camp and youth shoot criteria to EC for further review</p>	<p>ASAP</p>	<p>None</p>

Minutes prepared by Chris Naler (Secretary/Treasurer) and Meredith Tunick (Assistant Secretary).