

HQEXECUTIVE COMMITTEE MEETING

May 5, 2022

Via Microsoft Teams



ROLL CALL – President, Chris Naler called the meeting to order at 5:30pm CDT. Present were: Steve Malcolm, Vice President; Tom Pavlack, Secretary-Treasurer; Don Kelly, Immediate Past President; Michael Ferchaw, Zone 1; Alessandro Vitale, Zone 2; Al Magyar, Zone 3; Steve Johnstone, Zone 4; Steve Patke, Zone 5; Clark Hartness, Zone 6; Billy D. Williams, Zone 7; Brad McRae, Zone 8; Dave Wood, Zone 9. Also present were: Michael Hampton, Jr.; Nathan Boyd; Misty Thomaston; John Haugh, Finance Committee Co-Chair; Sherry Kerr.

A. BUDGET/FINANCE – Misty Thomaston and John Haugh

1. Rising costs for targets, ammunition and travel, appear to be having a negative effect on attendance; don't know yet if it's a trend. However, the Finance Committee recommended we should hold off, for the time-being, on any major expenditures outside of operations. Non-critical capital projects will be deferred to 2023. Despite the rising costs, we are doing slightly better than anticipated, due primarily to NSC Event Revenue, Donations and Other Revenue (i.e., Christmas Light Show, Cart Barn Rental), as well as reductions in some expenses. With the recent up-tick in interest rates JPG had recommended with some of our cash into no-fee, short-term CDs, which the Finance Committee approved. The 2021 audit has not yet been completed due to complexities involved with changes to the Life Membership revenue recognition, and the assignment of a new team to our account who don't yet have the experience with our business model as the prior audit team. Expect the audit to be completed the end of May.
2. Endowment Fund Committee – Are starting to receive donations for the Endowment Fund, which currently at \$175,000. **Motion by Don Kelly, 2nd by Dave Wood, to approve the nomination of Owens “Murphy” Miller to the Endowment Fund Committee. Motion passed all in favor.** His term is for the balance of this FY, and two additional years, to expire at the end of 2024. **Motion by Don Kelly, 2nd by Steve Malcolm, to approve a six-month extension of the contract for our current fundraising advisor, Don Leshner. Motion passed all in favor.** Don Leshner has expressed an interest in attending the annual Board of Directors' meeting, which all agreed would be beneficial.

B. INFORMATION TECHNOLOGY – Michael Hampton, Jr.

The IT Department implemented the Sporting Clays Sub-Gauge Classification January 1st; has completed the upgrade of desktop computers to Windows 11. They evaluated new software for reporting, but it wasn't cost effective and offered no advantages over our current software. TEAMMS has been upgraded to a Microsoft-supported version of 64-bit Visual Basic. Both the on-site and website SQL servers have been upgraded, so we will be able to eventually move to a cloud-based server for improved security. Al Magyar inquired about development of a replacement mobile app, and was advised it is in the works. The Executive Committee will receive a full brief NLT Sep 30th.

C. COMMUNICATIONS & MARKETING – Sherry Kerr

1. Endowment Fund – Have established an account with “Network for Good” to manage donations and are identifying previous donors for our initial contact for appeals; created a temporary donations page on the website; conducted a survey of members to assess areas most meaningful to support with endowment funds; and, have begun a series of CTN articles to bring attention to the program.
2. NSSA Elections – Director elections are underway; last time we had about 80% of member email addresses; this time around we have 90%, so are expecting an increase in the number of members voting.
3. Clay Target Nation – To ensure the paper shortage doesn’t impact the publication have been closely managing content to reduce or maintain 2021 page count.
4. Records Annual – Production is underway.
5. Referees/Scorekeepers – Recent Facebook advertising campaign for the World English Championships provided local prospects, and could prove to be a viable, inexpensive method for recruitment for future events.

D. NATIONAL SKEET SHOOTING ASSOCIATION – Nathan Boyd

1. Member/Target Statistics – Member numbers are up slightly compared to this time last year, though targets thrown are down slightly.
2. Masters Recap – Good event, just broke 300 for total entries, which was down about 50 entries from last year. Held Thursday and Saturday evening activities which went well. Did sell all raffle tickets, which will cover added money and assist with hospitality items.
3. U.S. Open Update – Currently have 473 pre-registered, which is lower than this time last year, but it’s difficult to really say since last year we had two years of pre-registration and we have more clubs this year, which spreads out the entries. Confident that we will have well over 500 entries. We will target sign-ups and raffle ticket sales over the next month with direct email blasts. A few of the clubs have sold all their tickets and are sending ticket buyers to HQ. After the latest target increase the entry fee was raised to \$67 from \$65, with the additional \$2 going to the clubs to pay for the increase in target costs. Michael Ferchaw felt that the high cost of fuel is going to have an impact on attendance at shoots.
4. Junior World Update – Scheduled for LA Clays, July 28th-31st. They have held referee training camps and are working with local shooters/club members to be prepared to host a successful event. They have been receiving registrations, and looking at a good estimated participation number. Next year Junior World is scheduled to be held at NSC; no bids were received from other clubs. It has been five years since the event has been in Texas. As with many of the other events that can travel to different clubs it is becoming more and more difficult to pitch the idea and have clubs commit to hosting. This year’s entry fees are \$65/100, including fees; anticipate \$60/100, plus fees for 2023. By way of example, Chris Naler spoke to the significant decrease in bids received for the Armed Services Skeet Championships.
5. World Shoot Update – Currently have 350 signed up for the Main and 300 for the Mini, which is slightly ahead of last year. Still not a huge amount of Zone 8 pre-registrations, but

hope to make a few announcements soon that may encourage sign-ups. Will advise our “out-of-country” shooters they can pre-pay for ammunition, since they don’t have the same “opportunity” to bring or ship ammo that “in-country” shooters have. HQ will roll out course of action by May 16, 2022 for zone 8 ammo purchase plan. Currently have 30 referees committed for the World. We have been doing some training at NSC, as well, to help grow the referee pool at NSC. Referees have until the end of May to receive the maximum early sign-up bonus of \$100. Tom Pavlack mentioned, in light of the recent additional target increase, should we be considering an increase in the entry fee for the World Shoot? After significant discussion, **motion by Tom Pavlack, 2nd by Steve Malcolm, to increase the entry fee by \$2/100 for the 2022 World Shoot. Motion passed, with one opposed.**

E. EXECUTIVE DIRECTOR REPORT – Michael Hampton, Jr.

1. NSC Projects Update – As discussed earlier, are holding off on any major projects at this time. Have had extensive discussions with SAWS (San Antonio Water System) regarding our current reservation and usage of EDUs (Equivalent Daily Units), and whether we need take any action to increase our EDUs. More information is needed.
2. 2022 Ammo Plan – Volume is “good”; variety, not as “good”. In another vein, should we consider “stockpiling” targets? Word from White Flyer is that they expect their costs to come down in the future, and will reduce their prices accordingly. There was some skepticism that would actually happen.
3. Labor – We are having to resort to hiring “outside” labor, which drives our costs up, due to our reduced staffing.

F. NEW BUSINESS

1. NSSA State Shoot Grant Approval – Received 16 applications; can award eight grants. After discussion, **motion by Steve Johnstone, 2nd by Dave Wood, to approve grants for Connecticut, Georgia, Maryland, Minnesota, Nebraska, Ohio, Oklahoma and Virginia. Motion passed all in favor.**
2. NSSA Scholarship Selection – Received 36 applications, the four recommended all have outstanding grades, have been involved with NSSA for a number of years and have shown a commitment to skeet shooting. **Motion by Steve Johnstone, 2nd by Tom Pavlack, approve NSSA Scholarship Grants for Corrie Cloninger (NC), Nathan Kerth (TX), Jacob More (LA) and Merrill Stanfield (TX). Motion passed all in favor.**

G. OLD BUSINESS

1. U.S. Open All-American Points – The size of last year’s U.S. Open resulted in significantly higher points being awarded for the Open, Mini and Main, causing a huge disparity between the #4 shoot and the top three. The All-American Selection Committee recommended that given the limited “history”, and the unlikelihood of the U.S. Open being as big as it was last year, we shouldn’t make any changes at this time. However, the points awarded for Concurrents are different, which are’ solely based on the number of “bodies”.

There are no “multipliers”, like for the Open Team. Do need to think about a change in the future for how Concurrent All-American point are determined.

2. 2023 World Shoot Scoring Program – Ran Davis has been approached regarding using “mySkeet” to run the 2023 World Shoot. In order to confirm it can be done, he will be “shadowing” this year’s World using mySkeet. We need to ensure that Ran Davis receives detailed requirements. Mike Valerio is well-aware of the initiative. A decision will be made at the Winter 2023 Executive Committee meeting.
3. Alessandro Vitale was recently approached by several individuals asking, “What is the Association’s position should a transgender male want to enter a Lady concurrent event?” This is not the first time this issue has been raised. Short answer, we go by what is on their birth certificate. However, we need to be proactive, and not reactive. Michael Hampton, Jr. will see how other shooting sports and organizations are handling the situation, and provide a recommendation.

There being no further business to discuss, **a motion was made by Brad McRae, 2nd by Billy Williams, to adjourn the meeting. Motion passed all in favor.** The meeting was adjourned at 8:33 CDT.

Respectfully submitted,
Tom Pavlack, Secretary-Treasurer

Trish Magyar, Assistant Secretary