

Minutes of 2019 Winter NSSA Executive Committee Meeting – San Antonio

Scheduled: Friday January 18, 8:00 AM to 6:00 PM

Saturday January 19, 8:00 AM to 12:00 Noon

A quorum being present, the Executive Committee Meeting of the National Skeet Shooting Association was called to order at 8:00AM in the Clubhouse. In attendance were members of the NSSA EC, members of the NSCA EC (ex-officio), Louise Terry (ex-officio) and NSSA-NSCA staff (ex-officio).

A roll call was taken and all members of the NSSA EC were present with one approved alternate Zone Representative, Steve Johnstone for Jim Tiner (Zone 4).

Section A New Database and IT

Gary Burley updated the assembly on the progress of the new Database Project to replace the old TEAMMS program and future plans for development of a new scoring program.

Section B Budget / Finance

- 1/ Informational report from the Finance Committee by Louise Terry
- 2/ Investment Portfolio Review by Kevin Sanger and Shannon Jones from JGP Wealth Management.
- 3/ Financial Statement and reports from Steve Scales
- 4/ Motion to renew the Frost Bank \$250K Line of Credit made by Dave Wood, 2nd by Billy Williams. Approved by unanimous voice vote.
- 5/ New Audit Committee Members and Charter
Motion by John Haugh, 2nd by Steve Johnstone to approve and adopt the new Audit Committee Charter as written. Approved by unanimous voice vote.

The New Audit Committee Members are as follow. Barry Rich (Chairman), Jack Tans (NSSA) David Ballerini (NSSA), Sean Griffin (NSCA), Chris Ensslin (NSCA) and Steve Scales (CFO, no vote). Motion to accept this slate was made by Steve Patke, 2nd by Clark Hartness. Approved by unanimous voice vote.

Section C Communications and Marketing

Presentations from MCA (Marketing) and Sherry Kerr (Communications). Kris Hampton, SYNERGY MARKETING, also presented her report on the success of advertising sales for the Association. 2018 advertising proceeds for CTN magazine up 3% YTY and were above plan.

Section D National Shooting Complex

Informational report from Royce Graff and Michael Hampton regarding the 2019 Schedule of Events, 2018 Event Recap and an overview of construction and maintenance plans for 2018 / 2019.

Section E Youth Shooting

Presentation from Nathan Boyd regarding youth camps and activities in both NSSA and NSCA.

Section F Steering Committee Update

Informational report from Don Kelly and Michael Hampton. This included plans for a historical book project about NSSA/NSCA/NSC which will be headed up by Mike Hampton Sr who has volunteered his time to coordinate this project. Funding will come from the NSSA/NSCA marketing funds and proceeds from the sale of the book will be returned to the marketing accounts. Schedule for delivery of the book by YE19.

The meeting continued, without interruption, then, in the Corporate Conference Room with the NSCA EC no longer in attendance.

Section H Committee List & Contract Info

Discussion of Committees...Don Kelly

Billy Williams is a new member of the Hall of Fame Committee

All American Selection: Substitute Dave Wood for Chris Naler in Zone 9

Section I Approval of Meeting Minutes

Motion by Dave Wood, 2nd by Chris Naler to approve Minutes of Sept. 28, 2018 EC Meeting. Approved by unanimous voice vote

Motion by Chris Naler, 2nd by Billy Williams to approve Minutes of Dec. 10, 2018 EC Meeting by conference call. Approved by unanimous voice vote.

Section J Upcoming Meeting

EC Summer Meeting May 9, 2019 in Richmond VA

NOTE: It was suggested that this meeting would be a good place to film video footage for the new book project with long-time members of the AFSA like Ed Hughes and Larry Drennan who will be in Richmond in attendance at the Armed Forces Championship.

EC Meeting September 27, 2019 NSC

NSSA Board of Directors Meeting September 29, 2019 NSC (Beretta Pavilion)

Section K NSSA

Discussion led by Don Kelly to have an ad hoc committee regarding running shoots to spend time with Gary Burley about specs for registration scoring etc. to help run shoots in development of phase 2 for the IT project. A couple of NSCA members will be participating as well. Chaired by Clark Hartness.

Section L Old Business

None to discuss.

Section M New Business

Priorities for 2019

- 1/Replacement system for TEAMMS
- 2/Recruit recreational shooters to become new Members
- 3/Develop endowment program

M9 One Gun Game

Designed to attract recreational shooters to our organization. Less equipment, less time, less travel, less hotels. We need to get fully engaged with a detailed test and rollout plan. Fears of rolling out an incomplete program by April 1, 2019.

Suggestion to allow Gary to focus on TEAMMS and IT program... use this year to thoroughly Beta test the One-Gun Game and roll it out in a comprehensive way in 2020. Suggestion to reassign responsibility to allow for focus on further development prior to release...allow GB to focus on the IT project. Suggest that Nathan Boyd be given the responsibility and work with MCA re: branding and communication of the program. John Haugh has agreed to be the "champion" of this initiative to convert recreational shooters to Association members.

Motion to Approve a \$2500 expenditure to MCA to develop a Marketing Program to advertise, communicate and promote the beta test (rolling into implementation) of the Recreational Shooter recruitment using NSSA Marketing Funds. This will include a small memento for participants like a hat pin. Motion by Steve Johnstone, 2nd by Mike Ferchaw. Approved by unanimous voice vote.

Motion to extend our contract with Synergy Marketing and Advertising to the date of Dec 31, 2019 for the coming year. Motion by Chris Naler 2nd by Steve Patke. Approved by unanimous voice vote.

Masters Update. Report from Gary Burley. Meetings were held with the event sponsors following the 2018 event to address the future of the shoot. After looking at several alternative sites, it was concluded that Savannah is still the best location, but changes in the shoot program are needed to improve attendance in future shoots. Krieghoff will provide a K80 to raffle in lieu of their cash sponsorship to generate funds. Schedule change moving the 12 G to Saturday to encourage SCTP/Youth participation. Added 3 shootout events for more interest and participation: for "Top Gun" (AAA/AA) shooters, Shootout for A/B/C/D/E shooters; Shootout for Ladies; An additional "welcome" party will be added on Thursday night for shooters. Practice fields will be on the front line on Wednesday afternoon; Saturday evening meal will have entertainment and be a multi-entrée dinner. LaPorte has been engaged to improve target quality and will be on-site for the event with their trap mechanics.

M 1 Big Boys/Legends Shootoff at World Shoot.

Alessandro will present a proposal at the May meeting. Motion from Dave Wood to set aside \$2,000 (from Marketing Funds) for prizes and "swag" to give out at the World Shoot. 2nd by Mike Ferchaw. Decision deferred until the May meeting. Intent to increase shooters at the stadium before and during nightly shoot offs. Alessandro will work with Nicki Martin to present a proposal at the May meeting.

M2 World Shoot Attendance Recognition Program. Nathan Boyd.

25 Years (Plus) Recognition for World Shoot Attendance. Motion by John Haugh, 2nd by Dave Wood, to create a large plaque to be on display in the HOF with recognition for 25 years of World Shoot Attendance with recognition to be added for each additional 5 years. Individual plaques can be purchased upon request. Approved by unanimous voice vote. This program was approved to be implemented in 2019. NOTE: Starting in 2019 and going forward, World Shoot attendance will be determined based on participation in either the Mini or the Main Event.

M3 HOF 50th Anniversary Celebration at 2019 World Shoot. Action item for Michael Hampton.

Invite all living HOF members (OPEN, LADIES and RAY BOLLER inductees from the past). Reception with photos at HOF building on Wed. afternoon and introduction in stadium at Wednesday shoot offs; Attendance and recognition at HOF Banquet on Thursday evening. Louise Terry will work with Michael on these plans, invitations, etc.

M4 World Shoot Survey.

Approval for a survey to be sent out to past World Shoot attendees over the last three years and also to be sent to non-attending BOD Members. Purpose is to collect data on shooter preferences for 2020 and beyond World Shoot format (this is NOT a vote).

M5 Dates for 2020 World's and Nationals.

Dates approved: World Skeet Championships Sept 25th to Oct 2 (3rd), Nationals October 17 -25. KOLAR US Open I-shoot will be June 26,27,28, 2020 – participating club locations tbd.

M6 Should Zone Shoots be Open Shoots?

Discussion about whether they should be? No clear conclusion...so not at this time.

M7 I-Shoot Format (Clark Hartness)

Optimum number of participating clubs is a minimum of 6 (including the NSC) to 10. Locations should be spread evenly to provide best event coverage. The minimum number of fields to host is 6. This would allow for 5 program fields plus one shoot-off/practice/band-aid field. With a full shoot, 75 shooters, a club should net \$4500.00 in profit.

Identify the "best clubs" that meet the criteria and approach the appropriate locations. We need the support and promotion by the EC Zone Directors.

Host clubs would have to accept the developed participation agreement to be considered.

Action Item: Decision Timeline Process

EC Members to have reviewed the I- Shoot Documents and respond to Clark with concerns and suggestions. To be completed by February 1st.

Sales and Benefit sheet to be created by February 1st,2019 to be able to send out to prospective clubs to head up the Support Package. Feb 15th, feedback back to Clark.

Send out package by February 18th to the 49 possible clubs.

Close Bids for Submissions by April 1, 2019. Zone Directors to be in contact with the prospective clubs in their zones to answer questions and encourage eligible clubs with the necessary shoot admin experience to apply.

Phone conference to be April 9th for EC Discussion of Selection of Clubs who have applied.

Decision of locations for May 9th, 2019 at the Summer EC Meeting in Richmond.

M8 Club Grants.

Submission from Langley, BC; Polk County, NC; and Toledo, OH. Motion from John Haugh 2nd by Alessandro Vitale to award \$2,000 each to Toledo and Polk toward their Club Assistance Grant. Approved by unanimous voice vote. Langley has been deferred at this point due to a procedural error. They will be contacted by their Zone Director.

M10 Club of the Year.

Proposal to change the criteria for this award and implement with the new criteria in the 2020 season. Decision at May EC meeting.

Motion to continue meeting 8:00 AM Saturday 19th. Motion by Dave Wood, Second by Steve Johnstone. Approved by unanimous voice vote.

Saturday

With no change in attendance from Friday afternoon and a Quorum still present, the meeting continued at 7:55 AM on Saturday, January 19th. Motion to waive reading of the minutes from yesterday by Dave Wood, 2nd by Brad McRae. Approved by unanimous voice vote.

M 12 Association of the Year

Proposal is to change this annual recognition from Association of the Year to State of the Year. Discussion to be deferred to 2020 January Meeting for a 2020 Launch.

M13 Proposed By-Law Change.

Discussion regarding allowing proxy representation at the Annual Directors' Meeting for **deployed** Military BOD Members. Proposal as written is acceptable with the addition of the phrase "approved by the President in a timely fashion". If a Zone 9 BOD member is excused, the named proxy must be from the same branch of service and other Zones must be from the same state/territory". Motion by Dave Wood, 2nd by Alessandro Vitale. Approved by unanimous voice vote. **Bylaws change to be voted on at the 2019 Annual Directors Meeting in September and become effective, if approved, with the 2020 shoot year.**

M14 State Shoot Assistance Program (additional topic).

Discussion led by Nathan Boyd. Provide assistance with a medals package available from HDQ for qualified States / Territories to be funded by Marketing Funds for 2019. **Criteria is based on the States / Territory shoots that had less than 10,000 targets shot at the previous State / Territory Championship.**

Shoots that are over 10,000 targets are able to purchase the medal package. Motion by Steve Patke, 2nd by Dave Wood to adopt this program. Motion passed by unanimous voice vote.

Action Item: Special Projects will develop a communication piece to the appropriate States / Territories. Consideration to put in budget for subsequent years.

M 15 Membership Dues (additional topic).

Our membership dues have not been increased in many years and have not kept up with increased costs. Need an analysis of how to achieve the right balance of increases required without jumping forward all in one shot. We need to address this now for changes to be effective for 2020 and beyond.

Action Item: Proposal with several options for proposed increases to be presented to EC by May 9th Summer Meeting (Scales/ Hampton / Finance Committee)

Section O Hall of Fame & Museum

1/ HOF INDUCTEES for 2019: Motion from Billy Williams, 2nd from Alessandro Vitale, to accept the recommendation of the HOF Committee. Sam Armstrong in the Open category and Babette Burley in the Ladies. Approved by unanimous voice vote.

2/ Informational discussion that the project of SSR scanning is taking longer than anticipated but is progressing. Suggestion that Museum Expansion could be an "Endowment" target.

3/ Roy Boller Nomination. Recommendation from Committee that Phil Murray be inducted as this year's recipient. Motion from John Haugh, 2nd from Dave Wood. Approved by unanimous voice vote.

4/ Referee Honor Role. Recommendation by the Committee for Aubrey Webb, Earl Darby and Myrl Miller for 2019 recognition. Motion by Chris Naler to accept, 2nd by Dave Wood. Approved by unanimous voice vote.

Section P Rules and Classification

a 11-C-3 Residency for Collegiate Shooters. Motion by Steve Johnstone to accept the recommendation of the Committee. 2nd by Clark Hartness. Approved by unanimous voice vote to approve proposed change as written; to be forwarded to the BOD for approval, by written consent (Electronic Format)

NOTE: If passed, it will be the shooters responsibility to notify HDQ and their Zone.

Section Q Instructor Program Report

Discussion led by Nathan Boyd with report from Ralph Aaron. Good growth of the program and specifically the Associates level. Instructors must be current members of NSSA to be listed in the Reference Manual and to be on the Website.

Discussed differences in how NSCA and NSSA instructors are listed for membership annually; also discussed offering a CROSSFIRE membership for member clubs. Action Item. Look at financial implications of offering a "Crossfire" membership for Member Clubs. Determine how many member clubs offer both skeet and sporting clays tournaments. Gary Burley.

Section R NSCA

Reviewed Brett Moyes' Report. Similar trends as Skeet...1/3rd of members and 1/3rd of clubs do not shoot / throw registered targets.

Section K NSSA

from Gary Burley (Continued from Friday).

Membership up YTY. SCTP membership growth is a real growth contributor.

Decrease in number of registered shoots and number of clubs throwing registered targets.

CLM continues to be a good program. Suggestion from John Haugh that we **look at CLM memberships for clubs.**

Sherry Kerr. Looking for approval for expenditure to use and pay for photographer; Thaddeus (Liquid Imaging) at four events this year. Cost are \$15,528 including travel and expenses. Some of this is recovered from the CTN publication. **Follow up with staff to take place with Hampton, Kerr, Burley and Moyes to discuss and make a decision.**

Action Item **Clark Hartness asked about developing a better plan to avoid damage to our grounds at large events with inclement weather, for ex., Cart paths etc., in front of Vendor Row. Hampton, Graff, Masch to investigate.**

Motion to adjourn Meeting; Alessandro Vitale, 2nd Tom Pavlack. Approved by unanimous voice vote.

Time: 10:58AM