

NSSA Executive Committee Conference Call, January 21, 2021



Roll Call – all present

Officers: Christopher Naler, Steve Malcolm, Tom Pavlack, and Donald Kelly

Zone Committeemen (Zone 1-9): Michael Ferchaw, Alessandro Vitale, Al Magyar, Steve Johnstone, Steve Patke, Clark Hartness, Billy Williams, Brad McRae, and David Wood

NSSA Staff: Michael Hampton, Misty DeLeon, Gary Burley, and Nathan Boyd

Contractors: Kris Hampton (Synergy Marketing & Advertising)

A quorum being in attendance, the meeting was called to order by President Naler at 7:00 PM EST, meeting ended 9pm.

1. Approval of previous EC minutes (phone conf and in-person meetings)

Subject minutes were emailed to all EC members for review: 11/12/2020 minutes, 11/18/2020 minutes, 12/9/2020 minutes, 9/25/2020 minutes – in person @ NSC

Motion: Steve Johnstone 2nd: Dave Wood

Motion Approved Chris Naler – Abstain

2. Financial Update: LOC and PPP Update – Misty DeLeon briefing

LOC (line of credit): Bal – 197k, payment 25k/month, 2nd draw on hold.

PPP: Application to be presented week of 1/25/2021 – Frost Bank

3. Masters Contract Update – Nathan Boyd/Michael Hampton

Sponsors – All on board, continue with raffle. NSSA decides how raffle money is spent.

Current contract: set for 2021.

New contract term: 2022-2024 – will firm up contract by early June.

4. NSSA Shoot registration update for Masters and Kolar US Open – Nathan Boyd/Clark Hartness

US Open: Gun raffle – find someone to host – looking for solution. Clubs want the raffle. Due to State restrictions & requirements, Stockton has voluntarily withdrawn from the US Open host clubs. Currently working with Zone 7 with club options to support this US Open. Several clubs have expressed interest. On the positive side, Fort Bragg has been added. Final announcement of host clubs and “relaunch” target date is 2/1/2021.

5. NSSA and NSCA Membership renewal status – Michael Hampton/Nathan Boyd

Subject materials were emailed to all EC members for review.

Highlights – Renewals & Stats:

- NSCA: membership down 3.5% clubs are down 5%
- Targets down 20% 3,100 members took the 3-year membership
- NSSA: membership down 5%
- Clubs down 5%
- Targets down 32%
- Reaching out to members and member clubs to increase membership

6. NSSA Shoot Committee Update – Chairman Tom Pavlack committee report

Subject materials were emailed to all EC members for review.

Highlights – Masters:

- Reduced medals in class from 8 places to 6 places
- HOA open championship – eliminate full round of skeet for first round of tiebreaker. Ties will be settled by shooting doubles from 3,4,5 – miss & out by station.

Shoot-off procedure at World

- Modified process from 2020, see report for greater detail.

7. Christmas Light Company request – Michael Hampton

\$86k profit. Completed year 2 of 3-year contract. Light Company wants to store their equipment on site. Working on short and long term options in the next 30 days.

8. Sponsorship and Advertising update – Kris Hampton

Subject materials were emailed to all EC members for review (two documents).

Highlights:

- 2020 saw advertisers pulling back from print, going to web-based even before COVID-19.
- Due to COVID-19, events postponed and cancelled. Lost (3) major events, SW Grand, Texas Sporting, and inaugural Kolar US Open.
- 2021: New packages for renewal at different sponsorship levels among various other offers. See reports for greater detail.

9. Ammo and target cost update – Michael Hampton

Skeet targets – no price increase for 2021 currently. Some sporting targets increased... shouldn't affect entry fees. There are no target inventory issues currently.

Ammo – in short supply from our traditional suppliers. We have received some ammo. Latest intel on Remington is that we will receive ammo April 2021. This tightening of ammo supply has led to a **New Policy** until further notice: *Ammo will be sold for events on property only.*

10. Rules Committee update – Nathan Boyd

Subject materials were emailed to all EC members for review.

Highlights:

- Rule change for award eligibility – rule II-B-2
 - Motion: Don Kelly 2nd: Steve Patke
 - **Motion approved** Chris Naler – Abstain
 - Approved motion will go the directors for final ratification. Due to the likelihood that the rule change may not be totally understood by directors, clubs and/or shoot management, it was recommended that a FAQ (explanation & examples) be generated to accompany the ratification request.
- Two other rules were addressed as “housekeeping only” and no need to individually vote for approval.
- Vote to accept Rules Committee report:
 - Motion: Steve Johnstone 2nd: Dave Wood
 - **Motion approved** Chris Naler – Abstain
- See report for greater detail.

11. 2021 classification card update – Nathan Boyd

- NSCA classification cards already out.
- NSSA classification cards went out on 1/21/2021.
- All classifications went out via email where we had email addresses. Remainder via US Postal service.

12. New ProTech Database/training update – Gary Burley

- Training staff on new system.
- Training hours to date: 23 hours
- Remaining training hours scheduled thru mid-February: 12.5 hours
- There will be additional training beyond mid-February thru mid-March.

13. Committee update – Chris Naler

Subject materials were emailed to all EC members for review.

- Reviewed committee responsibilities.
- Updated EC that we have a new Chief Referee for 2021 Mr. John Bratty from Zone 8, Canada.

Adjournment: 9pm