

NSSA Executive Committee Summer Meeting

June 2, 2016 8:00AM Dallas, TX

MEETING MINUTES

Call to Order:

President Jack Tans called the meeting to order at 8:00AM CDT.

Roll Call:

Present: Jack Tans, John Haugh, Don Kelly, Robert DeFrancesco, Mary DeFrancesco (representing Michael Ferchaw), Tom Pavlack, Kenneth Keth, Steve Patke, Gary Matthews, Billy Williams, Stephen Malcolm, Chris Naler, Michael Hampton. Absent: Andrew Engel (with prior notice). Also present: Louise Terry (Chairperson of the Long Range Planning and Finance Committees), Michael Dowling, Steve Scales, and Sherry Kerr (Staff), Larry Blount (guest).

Approval of Prior Minutes:

Motion by Bobby DeFrancesco, second by Ken Keth, to approve the minutes of the January 29, 2016 EC Meeting. Motion approved.

Motion by Steve Patke, second by Bobby DeFrancesco, to approve the minutes of the May 18, 2016 EC Conference call. Motion Approved.

At Jack Tans suggestion, there was agreement to modify the order of topics on the Agenda to allow adequate time to focus on and discuss the most pressing topics first.

Marketing & Communications:

Section J--Website: Sherry Kerr provided a demonstration of the new NSSA/NSCA website. There are a number of start-up "bugs" which have been identified—work is in process daily to fix each one on the list. The NSSA Scoreboard is up and running and data is current. Work is in process to simplify access from the web site to the Scoreboard and Shoot Register. Directions will be published in Target Talk as work is completed. Larry Blount will review the "fix" list and offer suggestions.

Section J -- *CLAY TARGET NATION*: Sherry Kerr reported that we plan to add 8 pages to the monthly Clay Target Nation magazine. The goal is to maintain a balance of 60% content and 40% advertising, with the 60% content split between Skeet and Sporting Clays. Sherry requested that we encourage clubs to submit write ups and pictures of their shoots.

Marketing --Discussion of the marketing budget and plans, both for member retention and recruitment of new members. **Motion by John Haugh, second by Ken Keth, effective in 2016, to award 2X Shoot For Rewards points for State and Zone shoots, and 3X points for the Main World events (this will be retroactive for State and Zone shoots already held this year). Motion Approved.**

Long Range Planning:

Section M--Louise Terry gave the Long Range Committee Report, updating everyone on the latest status of projects at the NSC. Details are contained in Section M- attached.

In addition, a lengthy discussion was held regarding the future of our operations at the Roft Road property. Background for this discussion is also included in the summary in Section M attachments. The outcome of the discussion was agreement/consensus that we want to stay at the NSC for as long as we can, but realistically

should continue to consider options for a longer term (5+ years out) “Plan B”. There was some sentiment that we should start to build a “war chest” specifically aimed at accumulating funds for the future, while continuing to investigate opportunities to increase our revenues at our current facility....for example, there may be more revenue opportunities available to us if we were to invest in some upgrades to the pavilion.

The following action items resulted from this discussion:

- 1.) Get an updated readout on the current market value of our property, including a view of what our land is worth now as two separate parcels: one 600 acre parcel and one 71 acre parcel (Gass Rd. which has not been shot over and would not require remediation). *Note: There was agreement to continue the policy of NOT shooting over the Gass Rd. ground at this time.*
- 2.) Get an update on current remediation requirements and cost estimates where possible.
- 3.) Compile information about revenue/event opportunities for an upgraded pavilion; what is the estimated cost of upgrades which might be required and the projected payback period.
- 4.) Investigate if an affordable opportunity exists to use our RV Park as an “overflow” facility for nearby attractions such as SeaWorld during peak times if no schedule conflict exists with our major events.

Michael Hampton will take the lead with the staff to investigate each of these items. As soon as available, this information will be shared with the Long Range Planning Committee and will be summarized for the fall EC and Annual meetings.

Budget/Finance:

Steve Scales and Louise Terry gave the Finance Committee report. Our investment portfolio is stable at approx. \$3M and, as of the end of March, our operating financials reflect the start of another very good year. Target fees YTY are up for both skeet (+9%) and sporting clays (+6.5%); NSC revenue is up YTY and above budget YTD. The Balance Sheet is strong, and Steve pointed out that our long term debt will be paid up in 2017. Details are contained in Section E- attached.

Motion by John Haugh, second by Chris Naler, to approve the Corporate Policy/Procedure renewals as listed in Section E. Motion Approved.

Steve Scales also presented an expanded Conflict of Interest policy. After discussion, **Motion by Bobby DeFrancesco, second by Chris Naler, to adopt the proposed Conflict of Interest policy (Document # ADM 113). Motion approved.**

Steve Scales also presented the NSSA Tax return, Form 990, for the year ending November 30, 2015. **Motion by Billy Williams, second by Steve Malcolm, to approve and file the 990 as prepared. Motion approved.**

Information Technology:

See report in Section I – attached.

NSSA/NSCA Scoring program: The need for a new scoring program for both NSSA and NSCA based on new technology has been discussed at previous meetings. Due to the recent activity consolidating the magazines, and developing the new website, this work is just starting. Brett Moyes and Michael Dowling have evaluated available systems and have begun talking to interested developers. A first-draft specification has been written. Action—Don Kelly will form and lead a small Committee to take over this work item, leading an evaluation to recommend a course of action at the fall EC meeting.

New Business:

Section I—World Shoot Entry Fees discussion: Since 2014 the World Shoot fees have been \$49 + \$6 fees, with \$4 returned to class. The *Masters* and *Blaser* shoots are at \$60 (including fees). **Motion by Bobby DeFrancesco, second by Steve Malcolm, to increase the Mini and Main World Shoot fees to \$60 (including fees) and increase the money returned to class from \$4 to \$7 per 100 target event, with payouts up to 8 places, for 2017. Motion passed.**

Discussion on World Shoot concurrent fees: The cost to enter concurrent events at the World Shoot is \$6/concurrent. Shooters must enter to be eligible for concurrent All-American points. The concurrent fees cover the cost of medals and awards, as well as contributing to cover other event expenses. If the concurrent fees were eliminated, the shoot entry fee would have to be raised ~ \$5 to remain revenue neutral. No action at this time.

Re: Discussion from the May 18, 2016 conference call decision to allow Retired Military to be elected NSSA Service Director, also enabling Military Veterans to vote for either their state director or their service director. **Motion by Billy Williams, second by Gary Matthews, to adopt the Zone 9 recommendation to change the APO and FPO NSSA Director positions to two non-service specific Military Veteran positions for the 2018 elections. Motion Approved.** Steve Scales will prepare any needed by-law changes to be voted on at the Annual Meeting at the 2016 World Shoot.

Section D—Zone 9 report: **Motion by John Haugh, second by Bobby DeFrancesco, to adopt the proposed Military and Military Veteran shooter definition (NSSA Rule book: II-C-4-o, and II-C-4-q) as a housekeeping item. Motion Approved.** See Zone 9 report, #4.

Section I—Participation in the Skeet League and Sweepstakes has been declining over the last few years. General agreement that current participation level does not warrant the time/effort/cost to maintain them. **Motion by Steve Patke, second by Tom Pavlack, to eliminate the Skeet League and Sweepstakes. Motion Approved.**

NSSA Report:

Section F: See NSSA Directors report by Michael Dowling. Richard Dietz will be the Chief Referee for the 2016 World Shoot. John Bratty will serve as Assistant Chief Referee to assist in the transition, in addition to Richard Luce and Rayburn Rash.

US OPEN: Entry opened on June 1 for the 2016 event to be held at Stockton, CA from 9/8-9/11/16. The 2017 shoot will be at Northbrook, IL from 9/7-9/10/17. The cutoff date for submissions for the 2018 US OPEN from clubs in the western (west of the Mississippi) half of the US is 12/31/16. To date, one bid has been received for 2018 from the Greater Houston Club.

Two changes were recommended by the U.S. Open Committee for clarification. **Motion by Mary DeFrancesco, second by Steve Patke, to approve the following two changes to the U.S. Open criteria document:**

1. Add that "Awarding of the shoot will follow the normal east/west rotation year-to-year, even if a club is awarded the shoot "out" of rotation because of lack of bids from clubs in the prescribed schedule."
2. All-orange targets must be used whenever shooting is conducted under the lights.

Shooting for Rewards: A problem was identified with the Shooting for Rewards points system. When a member redeemed points, the last points earned were used, instead of using the oldest points earned. This resulted on some members having points expire. *The problem has been fixed and all points lost because of the last in/first out points use will be reinstated.*

Old Business:

Section G—Michael Dowling gave an update on the NSSA/NSCA Club Manual (Draft dated 5/2/16).

Michael Hampton noted that planning has started to digitize all the Skeet Shooting Review and Records Annuals. This will preserve skeet history, and make data searches possible.

Discussion was held reviewing the Annual, Six-year, and Life membership dues. The last Annual and Six-year membership dues change was in 2008. The average annual CPI increase from 2008 to 2015 was 1.46%. No action was taken at this point— the EC will review again at their fall meeting.

Section N: National Shooting Complex Events -- attached.

Section O: National Sporting Clays Association Directors report – attached.

Adjournment:

Meeting was adjourned at 5:56PM CDT.

Respectfully Submitted,

Donald J. Kelly

Secretary/Treasurer