



BOARD OF DIRECTORS MEETING Sunday – September 29th, 2019

7:00 pm Dinner / 7:45 pm Meeting National Shooting Complex (Beretta Pavilion)

5931 Roft Rd. San Antonio, Texas 78253

AGENDA;

A. ROLL CALL / ANNOUNCEMENT OF QUORUM

President Don Kelly
VP Chris Naler
Past President John Haugh
Secretary Treasurer, Steve Malcolm
Zone 1 Michael Ferchaw
Zone 2 Alessandro Vitale
Zone 3, Tom Pavlack
Zone 4, Jim Tiner
Zone 5 Steve Patke
Zone 6 Clark Hartness
Zone 7 Billy D Williams
Zone 8 Brad McRae
Zone 9 Dave Wood

All Present at meeting commencement except for Alessandro Vitale (Shoot offs). AV was in attendance during the meeting.

Meeting Called to Order at 7:40 PM, CST

A quorum and majority being present (90 Directors), the meeting was called to order at 7:40

1. NSSA Officers', Executive Committee and Directors' Roster (2019 - 2020) (Please refer to Binder)
2. 2019 – 2020 NSSA Committees Roster

B. MINUTES

1. Approve Minutes of September 28th, 2018 Board of Directors' Meeting

Motion to Accept by Andrea Lehr

Seconded by Al Means

Motion Carried Unanimously

C. OFFICER AND ZONE REPORTS (Please refer to binder)

D. NSSA UPDATES

1. Directors Report – Gary Burley. Revamped Masters Shoot was a real success and looking for better attendance in the future as a result. Gun raffle, entertainment and a focus on younger shooters to attend. 340 total in attendance. 55 were SCTP.
2. Target Statistics, the total number shot have decreased slightly
3. Membership Statistics. Membership has increased slightly. SCTP Membership Program is a success. Triple Sub membership improving, Veteran and older starting to decline.
4. Membership State and Country Report – (Back Pocket of Binder)
5. BOD E-Mail Ballot Results. Reminder that next year (2020) is an election year. Directors should rerun or help to find their own replacement. There is a disappointingly low percentage of BOD Members who actually vote and offer input. A question was raised from the floor as to if the BOD Members are actually getting the ballots. Suggestion that the Zone Committee Representatives also contact and prompt BOD Members to vote and look through Spam Blockers etc.

E. BUDGET / FINANCE

1. Report – Louise Terry. Budgeting process works well. 2020 Budget has been passed. Finance committee meets quarterly.

170 K line of credit was used but repaid over the next few months (paid in May). In the last two years we have spent in excess \$1.2 Million for Fire Hydrants, front entrance improvements, 3rd Cart Barn, 3rd Vendor Building, RV Park upgrade. \$750 K sale of 2 acre parcel, \$310k spent on Teamms, \$240k also budgeted for 2020. Basically all proceeds of the parcel of land sale will be spent on new software development.

Advertizing revenues going down as far as printed version but there is more and more digital advertizing. Advertizing Budget Target figure remains the same for 2020.

Investment portfolio is strong yet challenging. Return on Equity was around 10-11%.

2. July 2019 YTD Financial Statements

Steve Scales. P&L ahead of plan. Texas State Sporting event was profitable. Membership is slightly up. Attention being paid on costs. Skeet targets down but Sporting targets are up a matching amount.

F. OLD BUSINESS

G. NEW BUSINESS

1. Bylaw Amendment Article 3, section 3-6e (With regards to Proxy Vote for Deployed Military Personnel)

Motion to accept the Proposed By-Law change, to allow for deployed Military Personnel.

Motion made by David Wood, Seconded by Steve Johnstone. Motion carried.

H. COMMUNICATIONS

1. Report – Sherry Kerr

Gail Teskey of MCA introduced for BOD. Highlights of Marketing and membership services.

The following are improvements and tangible benefits for our members and member clubs; SSSF discounted Club Memberships, Club Equipment insurance in the amount of \$1000. \$500 Gun Insurance coverage for all paying member. 25% off of initial one time order for Federal Ammo. \$1000 Gun Insurance coverage for Life Members with a \$25 or more donation to youth shooting.

I. WORLD SHOOT UPDATE

1. 2020 World Shoot-September 25 – October 2, 2020. Comment that in 2021 it would be nice to start on October 1, 2021. To be confirmed.

J. INFORMATION TECHNOLOGY REPORT

1. New Database/Shoot Software – Gary Burley Original program was developed in the 80's. Code translated in the 2002/2003 era. We are in the midst of swapping over. We are developing a new system and increased capabilities. Timeline is to be training our staff in early 2020. Testing in Mar, April and May, changes being made ongoing and hope to go side by side in 3rd Quarter. Target Go live is Sept 2020. Scoring and club interface in subsequent years

2. Report – Brad Jones

K. NSSA HALL OF FAME

1. HOF, Ray Boller & Referee HOF Inductees

Sam Armstrong, Babette Burley and Phil Murray to be inducted. Aubrey Webb, Earle Darby and Myrl Miller to be inducted in the Referee Honour Role.

2. Museum Report – Mike Brazzell

L. RULES AND CLASSIFICATION Committee List

M. YOUTH SHOOTING UPDATE

1. Youth Development Committee Report. Nathan Boyd. We have a great Youth Camp program. Please review report.

2. Youth Camp Reports

3. SCTP Update

N. NATIONAL SHOOTING COMPLEX

1. 2020 Schedule of Events.

Golden Ticket Program. Drop off certificates in Elite Booth. Lucky Number shoot off has been brought back. Text 2019worldskeet to 94253. World Shoot Specials at the vendors that are participating will be posted.

Golden Target program (MEC) daily to win prizes.

Looking for more qualified referees. Lost 12 from last year. Look for more refs for our pool of talent.

2. Construction / Maintenance 2019

3. Lights Alive Christmas Light Show should create Revenue at a down time for us by utilizing the RV Parking Area.

Fire Hall update. Delayed but its value has increase from approx 300 k to 900 k. We will be acquiring the building upon completion of the new permanent fire hall.

2 New Hospitality suites are available for rent \$175.00 per night. Expect good use for the corporate events.

Lots of new concrete throughout the grounds as a part of on-going improvements.

Getting quotes for a permanent and solid canopy over at the club house.

Corporate events are a big contributor to the NSC bottom line.

O. AWARDS AND RECOGNITION

1. Scholarship Criteria. Please review handout in binder. 4 x \$ 2500 scholarships

2. NSSA Scholarship Winner

P. NSSA SHOOTS

1. Blaser Skeet Classic. Sponsorship from Blaser on a 5 year [program

2. Krieghoff Masters . Lots of special events and side events. Lots of parents and kids in attendance due to SCTP. Krieghoff will continue to provide a gun for raffle. The event will continue at Forest City.

3. Junior World. In 2020 at Jacksonville. Wonderful event held in 2019 at Fort Bragg.

4. U.S. Open (I Shoot Format) nssausopen.com for reference

Q. NATIONAL SPORTING CLAYS ASSOCIATION

1. NSCA Directors' Report. SC Director to be replaced in the New Year. 21M target, 31,500 members. Over 2000 signed up for the Nationals. Nationals generates close to 500K in profit. It's a big deal.

2. Target Statistics

3. Membership Statistics

R. ADJOURNMENT

Motion to Adjourn Mike Vickers

Seconded by Fran Kosmacki

Motion Carried @ 9:16 PM CST

DRAFT