

EXECUTIVE COMMITTEE MEETING

Friday, Jan 17, 2020 8:00am-6:00pm
Saturday, Jan 18, 2020 8:00am – 12:00 Noon



Joint Session of the NSSA Executive Committee and NSCA Executive Council held in NSC Clubhouse

8:17 AM NSSA President, Don Kelly called the meeting to order, a quorum being present.

Roll Call sheet distributed and captured by Glynne Mosley

Presentation by David Jones (Attorney on retainer with NSSA/NSCA) regarding potential impact of social media posts.

Finance committee report, Louise Terry introduces Kevin Sanger for report of Wells Fargo Financial portfolio.

Louise Terry introduces Past President John Haugh for explanation and introduction of NSSA/NSCA Endowment Foundation start-up.

Louise Terry reports on cell tower revenue sale and suggests possibility of using ~ \$40,000 of that revenue as matching funds to help fund Endowment Foundation exploration/start-up.

Steve Scales and Misty DeLeon report on submitted NSSA/NSCA unaudited financial reports.

Don Kelly briefs on replacement of resigned Audit committee member and new Chairman of Audit Committee appointed.

Steve Scales reports on potential NSSA re-approval of current line of credit and Synergy Marketing contract.

Don Kelly introduces Gary Burley to report on IT program progress.

Training on database phase commences in-house Feb 2020; Parallel operation begins summer 2020 and full turnover expected in late 2020

9:45 Break

10:00 reconvened,

Don Kelly introduces Sherry Kerr to report on Target Talk content, advertising, plans to add second weekly issue and keep advertising costs affordable. Adding Target Talk "Clubs" as a series of special informational pieces of assistance and info to member clubs.

Sherry introduced Gail Teskey of MCA. Gail reports on results of dues increase and zero negative response. Adjustments to multi-year memberships appear to be working (three years vs. six). Discusses a "help" section in Target Talk and an initiative for member clubs. Reports on benefits to clubs and members regarding Sportsman's Insurance. Membership incentives from NSSF (\$100 membership for a discounted rate of \$25.00).

Development of an Association support program from Dan Lavergne, LA State Sporting Clays Assoc. President. He is developing a network for State Associations.

Class cards for both Skeet and Sporting Clays will now be available online. They will be mailed one-time (2020) to members without emails. Michael Hampton thanks Sherry and Gail for their help modernizing Association operations as well as marketing solutions.

Kris Hampton (Synergy) updates on Sponsorships and advertising. \$1,000,000 rec'd in combination revenue for 2019: Print \$514,000 Digital \$71,000, Sponsorship \$416,000.

Michael Hampton reports on NSC operations/ events etc.

Michael reports on Fire Department possible temporary rental of former NSCA director's residence as offices and reports on construction progress of temporary firehouse. Christmas display program was well-attended and profitable for NSC and have 2 more years on contract. Texas State Sporting at NSC in 2020.

Michael reports on NSCA Director search effort commencing February 1st, 2020.

Nathan Boyd updates on Youth programs. There were 442 SCTP members that shot at least 500 targets each. In 2019 there were sixteen NSSA Skeet Camps and 2 Sporting Clays Camps.

Don Kelly reports that Gary Burley has been appointed Operations Director and Nathan Boyd is now the NSSA Director.

Michael Hampton reports on Steering Committee work product, i.e. Instructor background check revisions.

"History of NSSA/NSCA" book project progress has been slower than expected, but work continues.

Don Kelly thanks Royce and Amber's work at NSC and thanks Misty DeLeon for her help.

Don reports on NSSA US Open "I-Shoot" (9 venues plus NSC), current sign-ups total over 360, Don Kelly offered thanks to Nathan Boyd and Clark Hartness for their efforts.

Joint Session adjourned.

Executive Committee left joint session to continue in Conference Room

NSSA EC Session

ROLL CALL

Don Kelly, Chris Naler, John Haugh, Mike Ferchaw, Alessandro Vitale, Tom Pavlack, Jim Tiner, Steve Patke, Clark Hartness, Billy D Williams. Absent with prior notice, Brad McRae, Dave Wood.

Staff in Attendance; Michael Hampton, Steve Scales, Misty DeLeon, Gary Burley, Nathan Boyd. Also in attendance Louise Terry (Chairman of Finance Committee and Past President)

Agenda

- A. NEW DATABASE AND IT – 8:00-8:30 (Joint Session) (GB)**
1. Update on New Software
 2. Shoot software update
 3. IT Report – Brad Jones
- B. BUDGET/FINANCE – 8:30-9:15 (Joint Session)**
1. Finance Committee Report (LT)
 2. Financial Statement (SS)
 - a. Investment Portfolio Review – JGP Wealth Management Group
 - b. FY2019 Un-Audited Financial Statements (SS)
 - c. 2019 World Skeet & Nationals P & L Reports (SS)
 3. Renewal of Frost Bank Line of Credit (SS)
 4. New Audit Committee Member (SS)
 5. Endowment Program Update (SS)
 6. White Flyer Target Price Increase (SS)
- BREAK – 9:15-9:25**
- C. COMMUNICATIONS & MARKETING – 9:25-10:25 (Joint Session)**
1. Marketing Plan/MCA Report (MCA)
 2. Communications Report (SK)
 3. Federal Ammunition Program (MCA/NB)
 4. SIAI Program (MCA/NB)
 5. NSSF Program (MCA/NB)
- D. NATIONAL SHOOTING COMPLEX – 10:25-10:55 (Joint Session) (RG/MH)**
1. 2020 Schedule of Events
 2. 2019 Event Recap
 3. Update Construction / Maintenance for 2020
 4. Christmas Light Show
- E. EXECUTIVE DIRECTOR REPORT – 10:55-11:15 (Joint Session)**
1. NSCA Director Search (MH)
 2. 2020 Class Card Process (MH)
 3. Disciplinary Appeal Case Update (MH)
 4. Gun Club Lawsuit Update (MH)
- F. YOUTH DEVELOPMENT – 11:15-11:35 (Joint Session) (NB)**
1. Report (NB)
 2. SCTP involvement with NSSA/NSCA (NB)
 3. NSSA/NSCA Scholarships (NB)
 4. Youth committee report (NB)
- G. STEERING COMMITTEE UPDATE – 11:35-12:00 (Joint Session) (DK/MH)**
1. Recap

CONFERENCE ROOM

12:40 PM Continuation of the Meeting

H. EXECUTIVE SESSION – WORKING LUNCH (E.C. ONLY)

I. COMMITTEE LIST AND CONTACT INFO

1. NSSA Officers, Executive Committee & Directors' List (DK)
2. 2019 – 2020 NSSA Committees Roster (DK)
3. NSSA/NSCA Organizational Chart. (DK)

Organization Chart to be updated as it currently is situated. Action by Steve Scales

Action item for EC Members to review and change as necessary

Notation from President Kelly that the change to the Audit Committee due to resignation of Barry Rich. Joseph Scandariato has been appointed as his replacement and David Ballerini as Chairman. Previously approved by Conference Call vote (January 8, 2020).

Suggestion that a “Legal Committee” to be formulated. Michael Hampton to develop.

J. MINUTES

1. Approve Minutes of EC Meeting September 27, 2019 (SM)
2. Approve Minutes of EC Phone Call October 30, 2019 (SM)
3. Approve Minutes of EC Phone Call November 6, 2019 (SM)
4. Approve Minutes of EC Phone Call January 8, 2020 (SM)

Motion to approve these minutes as a block. Motion by Chris Naler, 2nd by Alessandro Vitale. Motion carried unanimously.

5. Copy of Draft - Board of Directors Minutes September 29, 2019 (SM)

One correction noted by Louise Terry in Section E.1.

K. UPCOMING MEETINGS

1. Executive Committee Meeting –May 7, 2020– Fort Bragg CTC – Spring Lake, NC

Registration for the Pletcher and Camping will open up February 1, 2020

2. Executive Committee Meeting – September 25, 2020 – NSC Complex
3. Board of Directors Meeting – September 27, 2020 – NSC Complex
(Beretta Pavilion) 7:00pm Dinner – 7:45pm Meeting

L. NATIONAL SKEET SHOOTING ASSOCIATION

(NB)

1. NSSA Director Report

Please review the materials in binder.

Comments that Triple Sub Concurrent is increasing in numbers. 1.5 million Targets were shot under the NSSA/NSCA Crossfire program. That continues to grow.

Blaser Event will continue with a 5 year sponsorship agreement.

Masters is well in hand. Some improvements to the program based on survey results from last year.

Soon to solicit bids for 2021 Junior Worlds

Staff updates. Michelle Lee has moved to accounting. Angie Tomen has been hired full time. A great asset.

Investigational focus getting comments and ideas from member clubs as to how we can serve them better.

This will help direct marketing and member / club services.

2. Membership Statistics

3. Membership State and Country Report (Back Pocket)
4. High Volume Participation
5. Crossfire Program
6. Target Statistics
7. Top 100 Shoots Based on Difficulty Factor
8. Top 100 Shoots Based on Participation
9. Targets Shot by State by Club Summary

10. Non-Renewed Clubs from 2018. Suggestion for EC Members to reach out to the clubs to see if they can rejoin the NSSA. Push downhill to the NSSA Directors to investigate and report back...hopefully to sign up again due to new member and member club benefits.

Nathan and Gary will review and report back with an analysis and recommendations that State and Zone Associations must be a "Member" of the NSSA. This is so that the new Database can communicate with them. Fees and benefits back to the associations to be recommended.

M. OLD BUSINESS

1. US Open Update (NB)

Registration opened January 15th. System is working well. Most are using PayPal for deposits. Over 360 signups so far.

Selling of Raffle Tickets to be co-ordinated through the Armed Forces Skeet Shooting Association.

All American Points awarded to the US Open will not be capped for at least the first year and to be re-evaluated in subsequent years by the All American Committee. Motion by John Haugh, 2nd by Jim Tiner. Motion carried, negative vote from Tom Pavlack.

2. Club/Association of the Year (NB)

Club of the Year will be determined based on number of targets only.

Motion to extend the Sales Representative Agreement with Synergy through Dec 31, 2020. Motion made by Tom Pavlack, 2nd by Alessandro Vitale, Motion carried unanimously.

N. NEW BUSINESS

1. World Shoot
a. NSSA Shoot committee report (SM/TP)

Discussion led by Tom Pavlack

Motion to provide "Full-Time Referees" with \$150.00 travel allowance for the world shoot. Motion made by Mike Ferchaw, 2nd by Billy D Williams. Motion carried unanimously.

Motion to remove the expenditure of \$33,000 spent on Class gun champions. Motion made by John Haugh. 2nd by Tom Pavlack. Opposed by Jim Tiner. Motion carried.

Nathan and Michael to come up with a list of options and recommendation to have a replacement program.

Tom Pavlack on Target Quality. White Flyer is working with us on product performance. Their QC is good and will continue to be reviewed. LaPorte machines are in the process of being retrofitted to give better performance. Checklist and procedures developed to ensure that the machines are tuned effectively prior to the events.

Clark Hartness outlines system to transmit score sheets to decrease time-lag between squad finishing and score entry. Process to be refined during the Blaser, Masters, US Open, (Junior World) and the Mini culminating at the World Championships.

Motion to add Nathan Boyd as signatory on Tournament Account at Frost Bank and primary account at Wells Fargo. Motion by Tom Pavlack, 2nd by Alessandro Vitale. Motion carried unanimously.

Parking Spots for the EC and Past Presidents will be moved to behind the Head Office to free up spots in front of scoreboards and registration.

b. Entertainment & evening (MH)

We will provide for some protein on the snack tables, not hard liquor. Professional bartenders, limited hours.

c. Class Payout Review (CH)

Recommendation that we adopt a uniform payout structure (distribution table) across our NSSA run (Major Shoots) as laid out in the handout. Motion made by Chris Naler, 2nd by Steve Patke. Billy D Williams abstention. Motion carried.

d. Junior Shooters at Mini and Main (NB)

Motion to award Sub Junior, Junior, Collegiate concurrent events at the Mini-World Championships. Motion made by Jim Tiner, 2nd by Chris Naler. Motion carried unanimously.

e. Wayne Mayes Event trophy plan (MH)

There is a significant expense for our current Trophies. Recommendation that this be adjusted to a more reasonable cost memento trophy. Recommendation of alternatives to be made by MH and NB. Mementos will go deeper into class.

f. 2021 Shoot Dates (MH)

Please review the Binder.

g. HOF Speaker (AV)

Query regarding the possibility having a Keynote Speaker after the Hall of Fame Dinner. Unlikely to bring real value to the event or the Shoot as a whole due to the expense. No action taken.

2. 2020 Elections (NB)

Refer to the Election Schedule handout.

3. Club Grants (NB)

One Grant request from Zone 7 (Utah). Motion by Jim Tiner to award them a grant in the amount of \$2500.00. 2nd by Alessandro Vitale. Motion carried unanimously.

4. SCTP (TP)

Discussion regarding whether or not we get a large return on the amount we invest. It does bode well for the future (we hope) but from a political standpoint it does a great job at introducing future voters on the benefits of firearm ownership. It does add to our membership and net the Association target fees. Some States do get quite a few participants. Youth camps do seem to be a driver of success.

5. State grant program (MH)

Motion that NSSA adopts a program for a grant program of up to 5 times \$1000.00 per year to help drive attendance at small state or provincial shoots. Motion by Alessandro Vitale, 2nd Tom Pavlack. Motion carried unanimously.

6. Disciplinary Action discussion (NB)

Discussion of a safety violation of a former member that has been suspended by his state. Membership has been "flagged" until his State re-instates him.

7. Residency Change Request (NB)

Person that has moved to Upper Peninsula of Michigan has requested a change of residency to Wisconsin. Motion made by Jim Tiner, 2nd by Clark Hartness. Motion carried unanimously.

8. Line of Credit

Motion to renew the \$250 K Line of Credit with Frost Bank. Motion made by Jim Tiner 2nd by Mike Ferchaw. Motion carried unanimously.

9. Rental of "House on the Hill"

Motion to authorize the Executive Director to negotiate a lease of the House on the Hill (formerly, the

Sporting Clays Director's residence) to the District 2 Fire Department to be used exclusively as an office of the Fire Chief and staff, at a monthly rental of not less than \$1,500/month gross (requiring a refundable security deposit of not less than one month's rent) and for a term of not more than 24 months (initial term) and not more than one 12-month extension. A draft lease will be prepared, utilizing all the provisions and protections contained in NSSA's boilerplate vendor leases, where applicable, and said lease draft must be presented to the NSSA Executive Committee for prior approval before offering such to the District 2 Fire Department. Motion made by Jim Tiner, 2nd by Michael Ferchaw. Motion carried unanimously.

O. OFFICERS REPORTS & ZONE REPORTS

(DK)

Please review binder.

P. NSSA HALL OF FAME & MUSEUM

(NB)

1. Hall of Fame Committee Report

It was agreed that the annual nominations for the Ray Boller Award should be submitted by November 30th. Also that Ray Boller Award nominations under consideration for 7 years, if not selected, will be dropped and the submitter will be notified of such action.

Two names are under consideration for selection to the HOF Open Category; Stuart Brown and Rick Lawry. Recommendation for inclusion in the Ladies category is Lindsay Plesko. Motion by Mike Ferchaw, 2nd by Steve Patke that we accept the recommendations as presented. Brown, Lawry and Plesko. Motion carried unanimously.

2. October 01, 2020 Hall of Fame Dinner

Courtyard by Marriott Sea World Westover Hills

3. Report – Mike Brazzell

a. SSR & SC Magazine Scanning project

(MH)

All have been scanned and will be uploaded.

4. Ray Boller Award

(LT)

Recommendation that John Bratty be awarded the Ray Boller Award for 2020. Motion made by John Haugh, 2nd by Steve Malcolm. Motion carried unanimously.

5. Referee Honor Roll

(NB)

Recommendations that Robert Solien and Barbara Griffin be inducted into the Referee Honor Roll. Motion by Steve Malcolm, 2nd by Chris Naler. Motion carried unanimously.

Q. RULES & CLASSIFICATION

(NB)

1. Rules & Classification Meeting Minutes

Some housekeeping items as an update in their meeting notes.

2. Rule Book Update

Small batch of 2020 Rulebooks to be printed for New Members. The updated Rule Book is will be posted on the NSSA web page and is downloadable from there.

R. INSTRUCTOR CERTIFICATION

(NB)

1. Report – Ralph Aaron

2. Schedule of 2020 Instructor Classes

3. Instructor Background Checks

Our due diligence requires us to do a thorough background check for all certified instructors. There will be a \$25.00 one-time fee for this background check. It was agreed that this needs to be re-certified every three years.

Also agreed that all previously certified instructors be “re-certified” on the same cycle. “Continuing Education”.

S. NATIONAL SPORTING CLAYS ASSOCIATION

(MH)

1. Membership Statistics
2. Targets Statistics
3. National Sporting Clay Championship

T. ADJOURNMENT

Motion for adjournment by Billy D Williams, 2nd by Steve Malcolm, Motion carried unanimously. 10:02 PM

DRAFT