

BOARD OF DIRECTORS MEETING

Sunday – October 1, 2023

7:00 pm Dinner / 7:45 pm Meeting

National Shooting Complex (NSC Pavilion)

5931 Rofit Rd. San Antonio, Texas 78253



AGENDA

1. ROLL CALL / ANNOUNCEMENT OF QUORUM

19:46 Meeting Called to Order by Steve Malcolm

Opening Remarks

Thank you to Michael Hampton and Staff for operation upgrades on NSC.

Thank You to Frank Callahan, Katie Fitchner, and Tom Pavlack for all their work on the upgrades at NSC.

Mini-World at capacity for the first time in many years.

Small Ideas focus group meeting this week to work some members club's ideas on Wednesday.

1st Ladies Clinic and 10 Attendees and the feedback was excellent.

Ladies Luncheon on Tuesday.

Introduction of Jessica Wolfe as the new Assistant NSSA Skeet Director.

- a. NSSA Officers', Executive Committee and Directors' Roster (2023 - 2024)
- b. 2023 – 2024 NSSA Committees Roster

2. MINUTES

- a. Approve Minutes of October 2, 2022 Board of Directors' Meeting

Al Magyar Motion to Approve the minutes as presented.

Jim Tiner Second

Approved.

3. ZONE REPORTS

4. FINANCE UPDATE

- a. Report – Misty Thomaston -- Highlights on Financial Reports --

Another strong year for the Association's operations, benefitting from several "one-time" income sources that improve the 2023 year-end actuals – Cell tower lease (238K), NSC lead reclamation (430K)

The NSSA EC and NSCA EC collectively focused these one-time incomes into NSC infrastructure projects. A total of 650K with 207.5K budgeted for 2023 and the remainder funded from lead reclamation.

The Endowment account grew to \$830811.00 from the year-end 22 balance of \$795223.00 despite a volatile year in the financial markets.

After review and evaluation funds on deposit at Frost Bank were transitioned to short-term Treasuries making funds available if required but more importantly, these funds are now fully

insured and protected.

The Finance Committee continues to meet quarterly with JGP, Misty Thomaston, and Michael Hampton to review the Association's financial position.

The EC approved the 2023 Operating Budget during their September 29, 2023 Meeting.

There was a Question from the floor on Cell Tower Buy-out, which was a ~17 Year payout on 25 years.

b. July YTD Financial Statements

c. Club and Member Dues 2024

Announcement of annual membership increase to 50.00 in May 2024

There was a Question from the floor on Asked if Life Membership upped as well, the answer was NO.

d. Raffles

Announcement that the Endowment Raffle extended to end during the National Championships to bolster ticket sales and revenue.

5. NSSA-NSCA ENDOWMENT COMMITTEE

a. Update – John Haugh – Vehicle to the future of the NSSA/NSCA organizations.

1st year of 25K Endowment paid to Clubs through the endowment fund.

Introduction of Don Lusher Endowment Fund Manager

Announcement of Monday 11:00-1:30 Endowment luncheon for explanation of what the endowment fund is and what it can do for the associations.

b. Endowment Fund Brochure (Binder Pocket/Table)

Don Lusher discovering ways that anyone is passionate about the organizations and have any interest the best ways to support the associations.

6. NSSA DIRECTOR UPDATE

a. Update – Michael Hampton

Comments on State Association support.

Comments on SCTP membership support and sharing.

b. NSSA Scoring Program

Announcement of purchase of Mike Valerio Skeet Manager as a Member Club benefit.

c. Statistics – Michael Hampton

Comment that Membership is up slightly.

Comment that Club membership is down slightly.

Comment that Targets up ~117k

Comments from the floor by John Haugh that some CA clubs had dropped out not offering any registered targets.

Comments from the floor by other Zone 7 directors regarding club level efforts to involve membership and increase participation.

d. 2024 NSSA Shoots Update

• Triple J Classic -- April 11-14 2024

• Masters - New contract at the 2024.

• US Open – 1 November Deadline for 2024

- JR World – Jacksonville July 2024

7. NSSA WORLD SHOOT

- 2023 World Shoot Update Mini and Main are all up 80 to 100 shooters from 2022.
- 2024 World Shoot: **September 27 – October 4, 2024 -- #**
- 2024 World Shoot Entry Form

*Announcement of social media Hashtag (#) push for the World Championships.
Announcement of Tuesday Night Dinner.*

8. COMMUNICATIONS & CTN / MARKETING UPDATES

- Communications Report – Sherry Kerr
*Endowment fund communication recognition of donor and communication.
Three custom newsletters supporting sponsors.
TargetTalk Eats covering onsite and the local area restaurants had very high open rates.
TargetTalk and TargetTalk Lessons have 75K distribution for on 50K membership. These marketing tools have extended reach.
Renewal with Cole publishing in 2024.
Management of Elections in 2024.
November and December CTN will be delayed slightly for content.*

- Social Media Report – Kaleigh Lawson

Follow-up on NSSA Social Media signs to Clubs (Mike Vickers)

9. IT UPDATE and TECHNOLOGY and INNOVATION REPORT

- IT Report
- NSSA/NSCA App
Alpha test November
- Tech and Innovation Update

10. EXECUTIVE DIRECTOR REPORT

- Headquarters and Staff Update
- NSC Update
- 2023 Review
- NSCA Update – 35 Year Anniversary.

Clubs and Shoots are also down for NSCA but targets continue to be up.

11. OLD BUSINESS

No old business

12. NEW BUSINESS

13. ADJOURNMENT

*Michael Lee Motion to adjourn.
Second by Zone 2 Director.*

DRAFT