

NSSA BOARD OF DIRECTORS' MEETING

October 3, 2021

National Shooting Complex

San Antonio, Texas



1. **ROLL CALL / ANNOUNCEMENT OF QUORUM** – A quorum was opened at 7:45pm by President Chris Naler. A quorum was not yet present, so the Directors were briefed on informational items. A quorum was met at 8:15pm. There have been several staff changes; Amber Schwarz now heads up NSSA and NSCA Club and Member Services; Chief Financial Officer, Steve Scales, who has retired, was replaced by Misty Deleon.
2. **MINUTES – Motion by Larry Blount, 2nd by Mike Vickers, to approve the minutes of the September 27, 2020 Board of Directors meeting. Motion passed all in favor.**
3. **ZONE REPORTS** – All the Zones reported that though shooting is on the increase, it's not back to pre-COVID-19 levels due **in large part** to the ammunition shortage. Under the leadership of Past-Presidents **Don Kelly, John Haugh** and **Louise Terry** our organization was able to survive the pandemic.
4. **FINANCE UPDATE** – John Haugh, Committee Co-Chair, reported that the government funding, portfolio performance, and not making any capital expenditures during the pandemic ensured our survival. The Executive Committee approved the 2022 budget with a bottom line of \$300K income over expenditures. Subsequently, the Executive Committee earmarked \$100K for road improvements, bringing the surplus to ~\$200K.
5. **NSSA-NSCA ENDOWMENT COMMITTEE** – The response by the Directors to the summer ballot measures was outstanding. One of the items was the approval of the NSSA-NSCA Endowment Committee. Planning and implementation are well underway. There is still work that needs to be completed before we can present to our membership; plan to unveil the Endowment Fund on January 1st. Details will be available on the website soon. The Executive Committee ratified the endowment fund charter, accompanying policies and committee membership structure consisting of the NSSA Vice President, NSCA Chairman, NSSA Past President, NSCA Vice Chairman, and three (3) members at-large at their meeting on October 1, 2021. Actively seeking individuals with experience with foundations to serve on the committee. Contact John Haugh or Don Kelly if you are interested.
6. **PROTECH UPDATE** – The Executive Committee received a thorough update from our IT Director, Brad Jones, along with Eric Cade and Amber Schwarz on the status of the software development project. Though not on schedule, expect to receive the NSCA classification portion in 4-6 weeks. Also, work continues on the NSSA portion.
7. **NSSA DIRECTOR UPDATE**
 - a. Nathan Boyd – Have had a pretty good “bounce back” year; membership on par with 2019, though the number of targets is down, which is mostly likely due to the ammunition shortage. In 2021 all of the NSSA grant programs were available, including State Shoot Grants, Zone Shoot Grants, and Youth Camps. These programs will continue in 2022. Please follow the timelines for submission if you are applying for a grant. Additionally, four scholarships were awarded. NSSA is still offering a state shoot awards package that

is very cost efficient for many states.

b. 2022 NSSA Shoots

- Triple J Classic – March 10-13, 2022. Special thanks to John Haugh, John Ramagli and John Waters for their support/sponsorship. Have plans for more and better prizes.
- Masters – April 28-May 1, 2022. In the process of negotiating a 3-year contract that has specific dates.
- U.S. Open – June 24-26, 2022. Have received 13 submissions:
 - Shenecoy Sportsmen, PA (Zone 2)
 - Salisbury Gun Club, MD (Zone 2)
 - Brown County Sportsmens Club, WI (Zone 5)
 - Detroit Gun Club, MI (Zone 3)
 - Blue Rock Sportsman Club, AR (Zone 6)
 - St. Joe Valley Conservation Club, IN (Zone 3)
 - Rochester Brooks Gun Club, NY (Zone 1)
 - LA Clays, CA (Zone 7)
 - Ft. Rucker Skeet Club, AL (Zone 4)
 - Peoria Skeet and Trap Club, IL (Zone 5)
 - Loch Raven Skeet and Trap Center, MD (Zone 2)
 - Lafayette Skeet Academy, LA (Zone 6)
 - National Shooting Complex, TX (Zone 6)

There were some issues with email addresses when the solicitation went out, so if you are interested and haven't received anything, let Nathan Boyd know. Plan to finalize the sites by November 18th.

- Junior World – July 28-31, 2022 at L.A. Clays in California

8. NSSA WORLD SHOOT

- a. 2021 World Shoot Update – Had 523 shooters in the Mini; 521 have checked in for the Main, still have 100+ so should be in the 600+ range. Social media; hospitality nights. Referees are still an issue, not just at the World Shoot. We need to ALL try to generate ideas on how to increase our referee pool. Did the best we could with the ammunition situation; 20 gauge was the biggest issue; all of the manufactures stepped up... Hall of Fame Thursday; will recognize not only the inductees this week but also members we have lost. In particular, Hal du Pont on Wed before shoot-offs.
- b. 2022 World Shoot – September 30 – October 7, 2022

9. COMMUNICATIONS & CTN/MARKETING UPDATES – Sherry Kerr negotiated our CTN contract renewal; Target Talk, Target Talk Lessons and CTN Extra have all been improved and well-received by the membership.

10. INFORMATION TECHNOLOGY REPORT – Have been extremely busy with the implementation of the new Sporting Clays Sub-Gauge Classification and working with ProTech on the new database and software development. Hired a new IT employee, Eric Cade,

who has completed training to be able to rewrite our reports for the new system.

11. EXECUTIVE DIRECTOR REPORT

- a. NSC – Charity shoots are back strong, and corporate events starting to come back. Looking at garnering San Antonio tourism dollars for events held on the grounds. NSC seeing a lot more shooting traffic and youth events. Christmas light show saw more than 32,700 cars over the 45-day period. Have signed contract for 5 years. It has added \$80K+ total to our bottom line the last two years. Very positive for the community. Purchased an additional 23 acres on SW corner; protects that end of our property. Mike Vickers: Kudos to the NSC staff on the number of events that were held, generating revenue for our association.
- b. NSCA Update – Could be a record year; over 33K members. Targets are up compared with 2019 year-to-date. Doing everything we can to make sure we have enough ammunition. 2022 will be hosting World English Sporting. American Field sporting, similar to FISTAC is taking off with increasing participation. More options help clubs throw more targets.

12. OLD BUSINESS – None. However, last year the Board approved new procedures/dates for elections so, by way of a reminder, will send them to everyone to aide in the recruitment of new directors.

13. NEW BUSINESS – President Naler would like to identify money in the budget for referee camps/training courses; we need to act NOW. Send email to Nathan Boyd or Chris Naler if you're interested or have any ideas.

Questions from the floor: Ammunition/reloading components have been identified as an issue; has NSSA initiated any conversations with the major manufacturers? Michael Hampton: Yes. When international ammunition flooded the market, U.S. production slowed-down. Then pandemic struck, and the overseas pipeline was shut down, and it isn't cost effective for the U.S. manufacturers to make capital investments to increase the supply. We (NSSA/NSCA registered shooting) are such a SMALL portion of the ammunition market we don't have any leverage. Jim Gast asked that that information be communicated via Target Talk, so clubs understand the situation. Fran Kosmacki: U.S. Open is a major tournament, but there wasn't that feel at the clubs. Would like to see a requirement for at least 100 shooters at a location.

14. ADJOURNMENT – There being no further business to discuss, **motion was made by Mike Vickers, 2nd by Mike Lee, to adjourn the meeting 8:51pm. Motion passed all in favor.**

Respectfully submitted,

Tom Pavlack, Secretary-Treasurer

Trish Magyar, Assistant Secretary