

NSSA EXECUTIVE COMMITTEE MEETING

October 1, 2021

National Shooting Complex

San Antonio, Texas



1. NSSA OFFICERS & EXECUTIVE COMMITTEE

- a. **Roll Call** – Meeting was called to order by President Chris Naler at 8:34am EDT. Executive Committee members present (in-person or via call-in) were: Steve Malcolm, Vice President; Tom Pavlack, Secretary-Treasurer; Don Kelly, Immediate Past President; Michael Ferchaw, Zone 1; Alessandro Vitale, Zone 2; Al Magyar, Zone 3; Steve Johnstone, Zone 4; Steve Patke, Zone 5; Clark Hartness, Zone 6; Billy D. Williams, Zone 7; Brad McRae, Zone 8; Dave Wood, Zone 9. Also present (at various times) were John Haugh, Past President/Finance Committee Co-Chair; Louise Terry, Finance Committee Chair; and staff members Nathan Boyd, Misty Deleon, Amber Schwarz; and past CFO, Steve Scales.
- b. **Approval of Minutes** – **Motion by Steve Johnstone, 2nd by Dave Wood, to approve the May 13, 2021, Executive Committee meeting minutes, with the following correction to 3-f, which should read “ASC 606”. Motion passed all in favor.**

2. FINANCE UPDATE

- a. Louise Terry – Portfolio decreased slightly in September, but is still doing better than the overall market. Finance Committee reviewed and approved the 2022 budget last Monday, for the Executive Committee’s review and approval.
- b. 2022 Budget Approval – Misty Deleon: Have taken a conservative approach. Key budget items include target fees based on 90% of 2019 actuals; increase in Protech cloud storage service; 3% salary increase; bonus and 401(K) compensation at current levels; completion of software upgrade NOT included; capital improvement projects totaling \$2.029M, with a net impact of \$318K. John Haugh pointed out that road repairs, that need to be done prior to hosting of World English Sporting/FITASC in April 2022, are not included and need to be addressed soon. Currently checking to see what the lead time is with contractors. **Motion by Don Kelly, 2nd by Billy Williams, to move \$100K up to 2022 for road/asphalt repairs. Motion passed all in favor. Motion by Al Magyar, 2nd by Steve Patke, to approve the 2022 budget as presented and modified. Motion passed all in favor.**

Misty Deleon requested the Executive Committee approve her as the authorized point of contact for the Association’s business dealings with Bank of America; Bank of America needs that official designation. **Motion by Dave Wood, 2nd by Billy Williams, to approve Misty Deleon to be the point of contact for Band of America. Motion passed all in favor.**

Misty Deleon advised there is a new Costco that just opened on 1604 and requested authorization to apply for an account for the NSSA/NSCA. **Motion by Chris Naler, 2nd by Al Magyar, to approve Misty Deleon to acquire Costco Business card. Motion approved all in favor.**

3. NSSA-NSCA ENDOWMENT COMMITTEE

- a. John Haugh/Don Kelly – Planning and implementation are well underway. There is still work that needs to be completed before we can present to our membership. Plan is to unveil on January 1st.
- b. Policy Review and Approval – Committee membership will consist of up to seven (7) members appointed by the Executive Committee, consisting of the NSSA Vice President, NSCA Chairman, NSSA Past President, NSCA Vice Chairman, and three (3) members at-large. **Motion by Don Kelly, 2nd by Dave Wood, to adopt the endowment fund charter, accompanying policies, and the committee membership structure. Motion passed all in favor.**

4. PROTECH SOFTWARE UPDATE

Brad Jones/Eric Cade/Amber Schwarz – Provided current update on the software development project that is replacing TEAMMS and status of ProTech deliverables. Working on correcting issues on NSSA side, and waiting to receive NSCA portion of the software. Question was asked whether or not there will be a phone app, which our membership has made clear they want to see. App has always been planned for “Phase 2”, after the new software was in place.

5. 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. NSSA is still offering a state shoot awards package that is very cost efficient for many states. Additionally, four scholarships were awarded.
- b. 2022 NSSA Shoots
 - 1) Triple J Classic – March 10-13, 2022
 - 2) Masters – April 28-May 1, 2022. (Details addressed under “New Business”)
 - 3) U.S. Open – June 24-26, 2022. Recommended sites to Executive Committee by November 18th; only one club submitted from Zone 7 – may need to decrease field requirement to five. Doubles and one 12 Gauge rotation on Friday; rest of 12 Gauge, all of 20 Gauge and one 28 Gauge rotation Saturday; rest of 28 Gauge and all .410 bore on Sunday.
 - 4) Junior World – July 28-31, 2022 at L.A. Clays in California

6. NSSA WORLD SHOOT

- a. 2021 World Shoot – This year’s attendance numbers: Mini Doubles 460; Mini, 535; Main Doubles 583; Main, 635; Wayne Mayes, 382. Ammunition – 20 Gauge could be an issue; all other gauges, okay. Hall of Fame & Museum is being dedicated to Hal du Pont on Wednesday, just prior to shoot-offs. Referees are, and continue to be an issue; need a long-term solution, which will be a major topic for Winter Executive Committee meeting.
- b. 2022 World Shoot – September 30-October 7, 2022

7. COMMUNICATIONS & CTN/MARKETING UPDATES

- a. Synergy Marketing and Advertising – Kris Hampton provided an update on advertising and sponsorship. Both are seeing significant increases due in large part to the relationship with Sherry Kerr and “Target Talk”, which provides an advertising platform at a reasonable cost. Continue to seek, and obtain, new advertisers/sponsors. Our best year was 2019, when we over the \$1M mark in ad/sponsor revenue for the first time, and we have already exceeded that for 2021. Several of our digital “products” are available to non-members, providing an avenue to reach recreational shooters. Need to make use of the marketing funds that have been generated. Will be seeking more fast-food vendors next year, since they provide meals for inside staff and referees for our major events, to help offset some of the expense of holding those events.
- b. CTN Contract Renewal – New contract for 2022-2024 is being negotiated. Digital only subscriptions, changes in COLE publishing business/personnel changes and printer changes will be taken into consideration before finalizing.

8. EXECUTIVE DIRECTOR REPORT

- a. NSC – Charity shoots back strong; corporate events starting to come back. Looking at garnering San Antonio tourism dollars for events held on the grounds. Request approval of \$4,500 to update Environmental Stewardship Plan update; last one was completed 14 years ago. **Motion by Dave Wood, 2nd by Steve Johnstone, to approve expenditure of \$4,500 to update the Environmental Stewardship Plan. Motion passed all in favor.**
- b. Headquarters and Staff Update – Starting to hire outside companies to provide some maintenance of the grounds.
- c. NSCA – National Championships pre-entry currently stands at 2,037 with over 200 first-timers.

9. OLD BUSINESS – None.

10. NEW BUSINESS

- a. 2022 NSSA Event Entry Fees – Based upon an analysis of the income and expense for the three shoots NSSA is responsible for conducting (World, Masters & Triple-J), **motion by Alessandro Vitale, 2nd by Don Kelly, to increase the entry fee \$2/100 to \$70/100 effective with 2022 season. Motion passed all in favor.**
- b. Master Contract Renewal with Forest City Gun Club – Even though we’re looking at an increase of 6¢ per target, to 30¢; the last increase was in 2019, to 24¢ per target, and Forest City absorbed a substantial price increase on targets, at no cost to us. **Motion by Steve Patke, 2nd by Alessandro Vitale, to approve the Masters’ Contract, as presented, with Forest City Gun Club at 30¢ per target. Motion passed all in favor.**
- c. Rule Change Proposals
 - 1) Concurrent Events (III-C-4) – Concerns current exemptions that allow some age groups to declare up (Veteran, Senior Veteran, Super Veteran) and for a high school senior who turns 18 before January 1st to remain a Junior. There have been numerous problems in the past with shooters not following the appropriate procedures, or the request “falling between the cracks”. Additionally, the “exceptions” add

unnecessary complexity to the software development. **Motion by Al Magyar, 2nd by Billy Williams, to forward to the Board of Directors for a vote to remove the exceptions to age concurrent eligibility in III-C-4, effective with the 2022 shooting year. Motion passed; one opposed. Electronic ballot will be sent to the Directors this month (October).**

2) Accidental Discharge of Shotgun (III-G-13) – A safety issue was raised when a shooter accidentally discharges his/her shotgun. It was proposed that after two such incidents the shooter should be disqualified for the remainder of the event. It was felt that there are rules currently in the Rules Book that allows shoot management to disqualify a shooter who is considered a safety hazard. **No action taken.**

3) Classification of Shooters from Other Clay Target Organizations (V-A-12) – Because SCTP, and other youth shooting organizations, don't maintain shooting/classification records, it would difficult, if not impossible, to enforce the proposed rules change. We don't "penalize" someone who has been shooting in an organized league prior to shooting a registered event, so why youth shooters? **No action taken.**

d. Discounted Membership Fee for "Novice" Shooters – After the first year CLM, a new shooter, who may have only shot a few registered events, is then faced with the high cost of shooting their first registered event the next year when they have to pay the full price for NSSA and State memberships. Michael Hampton said, in the past, when that was the case and the shooter asked, another CLM would be approved. **No action taken.**

11. **BOD MEETING UPDATE** – Due to COVID-19 restrictions, there will only be two directors per table.

12. **ADJOURNMENT** – There being no further business to discuss, **motion by Steve Johnstone, 2nd by Michael Ferchaw, to adjourn at 1:22pm EDT. Motion passed all in favor.** The Executive Committee was in session from 8:34am to 1:22pm EDT. The next Executive Committee meeting will be held at NSC January 14-15, 2022.

Respectfully submitted,

Tom Pavlack, Secretary-Treasurer

Trish Magyar, Assistant Secretary