

NSSA Executive Committee Conference Call December 9, 2020

A quorum being present, the Meeting was called to order at 6:00 PM CST by President Don Kelly. All EC Members were in attendance (including Steve Johnstone and Al Magyar). Staff Members in attendance were Michael Hampton Jr., Misty DeLeon, Steve Scales, Gary Burley, Brad Jones, Amber Schwartz and Nathan Boyd. Louise Terry representing the Finance Committee was also in attendance.

Agenda

1. New Database Update (Gary Burley)
 - Training and testing is ongoing. Every single variable is being tested and confirmed.
 - Customizations will not be ready for testing until the end of February, so this will push the final “go live” date back to the end of June.
2. TEAMMS Update and IT Staff Position (Brad Jones)
 - Year end will be completed with the current TEAMMS program.
 - Progress is being made, but the complexity of the classifications systems has been a challenge.
 - We are getting close to making a selection to fill the IT Staff Position.
3. Land Purchase (Michael Hampton). This is moving ahead as discussed previously. In the hands of attorneys at this point. Details should be finalized prior to the holidays.
 - Given that the negotiations to purchase the property adjoining the NSC was within the parameters given, a motion was made by Michael Ferchaw, 2nd by Jim Tiner to finalize the purchase. Motion carried unanimously.
4. Finance Update including Audit and Line of Credit Update (Louise Terry, Steve Scales, Misty DeLeon)
 - We are on track to liquidate the required funds for adjoining land purchase. We have been able to do this without having to dip into our principal to any large extent. Marketing funds and Life Member requirements are covered by investments.
 - PPP loan has been forgiven.
 - We will end the calendar year at approximately \$225 K on the Line of Credit, which is an incredible low amount due to fiscal austerity and higher than anticipated results at the World’s and Nationals.
 - Motion to confirm the amount of \$2.3 Million to be set aside for servicing the Life Member requirements. Motion made by Jim Tiner, 2nd by Dave Wood. Motion passed unanimously.
5. NSC Update – Shooting Events and Lights Alive (Royce/Michael H)
 - Shooting is quite active at NSC, (Charity, Youth, Registered Sporting and the Rudolph Open). Many dates are set for 2021. Light Alive has been very successful. After 10 days, they have already had more attendees than all of last year. 10,600 cars have already been through (we get \$3.00 per vehicle

for the first 15,000 cars and \$2.00 per vehicle for any after that as our portion). A huge success. This has been driven by NSC.

6. Renewal Update (Michael H)
 - We are currently sitting at about 93% of renewals compared to December of 2019, which is higher than anticipated due to the effects of Covid 19. Another notice is to be sent out just prior to the holiday break. Suggestion that the Zone Representatives be notified to follow up with clubs early in the New Year. Anyone that has not renewed will receive a paper reminder.
7. Triple J Classic Update (Nathan/Michael H)
 - Outstanding support from the sponsors. Anticipate 250 attendees, with good payouts, giveaways, meal vouchers. A draw will be offered for two airline tickets in the lower 48. 100 flats of ammo to be given away as a drawing to participants. Promotion and announcements will be commencing early in the New Year.
 - Added money will be very representative of the class entries.
 - Inaugural Shoot will be dedicated to the Memory of Dave Starrett.
8. New contract and sponsorship agreements for the Masters are close to being finalized.

Meeting adjourned at 7:12PM CST