

National Skeet Shooting Association
2023 NSSA/NSCA Winter Meetings
January 19-20, 2024



Meeting:

The Winter Executive Committee meeting of the NSSA Executive Committee was held on January 19, 2024, 8:00 AM CDT – January 20, 2024 12:00 PM.

JOINT SESSION HOUSE ON HILL

ROLL CALL

Opening Remarks from Michael Hampton Introduction of Louise Terry as Finance Chair.

A. BUDGET/FINANCE – 8:00-9:00

1. Finance Committee Report (LT)
2. Financial Statement (MD)
 - a. Investment Portfolio Review – JGP Wealth Management Group
 - b. FY2023 Un-Audited Financial Statements (MD)
 - c. Audit Update (MD)
 - e. 2023 World Skeet & Nationals P & L Reports (MH/MD)
3. Endowment Program Update - Contributions and Raffles (MH/JH)
4. Target Price Increase - NSC fees (MH)

- *Louise Terry Finance Committee report and introduction.*
- *Andrew Bennison and Shannon Jones from JGP for presentation on specific portfolio items.*
- *Fund stocks redefined end of 2022 to Index funds to grow at a good rate but have lower risks.*
- *John Calandro questions under performance of the portfolio over 10-year period even after changes. JGP follows a more neutral performance on the portfolio. Supported by Louise Terry.*
- *Joe Scandariato questions about fund performance of funds replaced in portfolio as under performers.*
- *What is JGP future out, cautiously optimistic, the portfolio is “moderately conservative”.*
- *Open comments from Anthony Matarese, John Calandro and Joe Scandariato.*
- *John Haugh comments on the state of the Endowment and future direction of endowment to build the balance to a sustainable use balance.*

- *Anthony Matarese started a discussion on the importance of having a clear path of the endowment. Some governance sentiment on a lack of targeted communication has stagnated the fund and agreement that the fund direction needs evaluation.*
- *The performance of the endowment fund account does perform at the benchmark levels from the ISP due to the short history without the underperforming investments.*
- *Misty Thomaston provided some highlighted explanations of the financial statement line items.*

B. INFORMATION TECHNOLOGY – 9:00-9:30

1. IT Report
2. Technology and Innovation Report (SJ)
3. Membership App Update (MH)
 - Amber Schwarz overview of IT projects.
 - Brad Jones retires at the end of January.
 - App launch in March. Beta review starting now.

C. COMMUNICATIONS & MARKETING – 9:30-10:00

1. Communications Report (SK)

Sherry Kerr overview of Communications and Marketing.

 - Discussions on reducing the number of printed issues.
 - 7500 Printed copies per month to Life Members and Clubs opt in campaign to reduce the number of printed issues.
 - ~12000 and 14000 printed copies per month is the break even, we are ranging between 14k to 17.5K.
 - The election process changes to have all nomination forms sent to NSSA and NSCA emails and will receive an email that your nomination has been received and if there are issues candidate will be notified.
2. Social Media Update and Plan for 2024 (KL)

Kaliegh Lawson Social Media

 - Overall, the numbers are good.
 - Main objectives focus for the year.
 - Sponsored ads for events, clubs, membership.
 - Shooting/Guns on posts keep our content on mainstream restrictions.
 - Length of videos limitations cost us on exposure.
 - Podcasts are great but starting our own is beyond the scope of support. Better to direct our shooters and events to already established podcasts to use their exposure.

3. Sponsorship/Advertising Report

(KH)

Kris Hampton on Marketing review.

- Winchester Sponsorship building on NSC electronic signage.
- Winchester Sponsorship building on portion of Clubhouse updates.
- Beretta Sponsorship building on on portion of Registration updates.
- Sponsors sharing through social media with Kaleigh Lawson
- Nationals Super Squad sponsorship building.

BREAK – 10:00-10:15

D. NATIONAL SHOOTING COMPLEX – 10:15-11:45

(MH/RG)

1. 2024 Schedule of Events
2. 2023 Event Recap
3. Update Construction / Maintenance for 2024
4. 2024 Capital Projects
5. Christmas Light Show
6. RV Policy

- Royce Graff NSC Status
- 2023 Good Year, 2024 should be the same or better year.
- Corporate business is rebounding.
- Event numbers look to be good or better.
- RV Park policy has worked to the remedy the primary issues with RV.
- Christmas Light NSC cut 64K has 4 years left on the
- Construction phase II approve budget in October.

E. EXECUTIVE DIRECTOR REPORT – 10:45-11:15

(MH)

1. HQ Staff
2. 2024 Ammo Plan

- Michael Hampton Executive Director Report
- New IT working on swapping over.
- Jessica Wolfe, a graduate of Mississippi State University, on board as the New NSSA Assistant Skeet Director.

- Staffing 26 Full-time.
- Ammunition outlook for 2024. Frontend load on premium shells for major skeet tournaments at NSC.

F. STEERING COMMITTEE UPDATE – 11:15-11:30

(SM/MH)

1. Recap

NSSA EXECUTIVE COMMITTEE SESSION CONFERENCE ROOM

G. EXECUTIVE SESSION – (E.C. ONLY)

No executive session required.

ROLL CALL

Present:

Name	Title
Steve Malcolm (P)	President
Tom Pavlack (P)	Vice President
Clark Hartness (P)	Secretary
Chris Naler (P)	Past President
Jeff Ventry (P)	Zone 1 EC Committeeman
Alessandro Vitale (P - TEAMS)	Zone 2 EC Committeeman
Al Magyar (P)	Zone 3 EC Committeeman
Steve Johnstone (P - TEAMS)	Zone 4 EC Committeeman
Joe Scandariato (P)	Zone 5 EC Committeeman
Frank Callahan (P)	Zone 6 EC Committeeman
Billy D Williams (P)	Zone 7 EC Committeeman
Brad McRae (P)	Zone 8 EC Committeeman
Katie Fichtner (P - TEAMS)	Zone 9 EC Committeewoman
Michael Hampton Jr (P)	NSSA Executive Director
Nathan Boyd (P)	Transition NSSA Skeet / Assistant NSC Director
Jessica Wolfe (P)	NSSA Assistant Skeet Director

Guests and Staff:

Name	Title
Amber Schwaz (P)	NSSA-NSCA Operations Director
Misty Thomaston (P)	Finance/HR Director
Sherry Kerr (P)	Director of Communications
Kaleigh Lawson (P)	Social Media Manager

Opening Remarks from Steve Malcolm welcome and agenda of the meeting.

H. COMMITTEE LIST AND CONTACT INFO

1. NSSA Officers, Executive Committee & Directors' List (SM)
2. 2023 – 2024 NSSA Committees Roster (SM)
3. NSSA/NSCA Organizational Chart (SM)

I. MINUTES

1. Approve Minutes of EC Phone Call November 21, 2023 (SM)
Motion Al Magyar, Second Brad McRae, Approved.
2. Copy of Draft - Board of Directors Minutes October 01, 2023 (SM)

J. UPCOMING MEETINGS

1. Executive Committee Meeting – May 23, 2024 – Greater Houston Sports Club – Houston, TX
2. Executive Committee Meeting – September 27, 2024 – NSC Complex
3. Board of Directors Meeting – September 29, 2024 – NSC Complex
(Beretta Pavilion) 7:00pm Dinner – 7:45pm Meeting

For information purposes review.

K. NEW BUSINESS

1. World Shoot Details (NB)

Cost analysis presentation of the 2023 World Shoot P&L.

Instruction from Steve Malcolm to reconvene discussion Saturday on price decision.

The timing of schedule of event stays the same as 2023.

The preliminary box 12 Gauge Mini Only as it will provide the best time savings.

NY Style Targets and Shoot Management and Chief referee makes decision change as required.

2. Inclement Weather Policy and Weather Station (FC)

Frank Callahan presents on the WeatherStem system lightening monitoring at NSC and potentially for member clubs.

Passed to the Technology and Innovation (TI) Committee for immediate evaluation.

3. NSSA Skeet Manager (MH)

Clark Hartness commented on current roll-out of NSSA Skeet Manager started on 8 January 2024 through the Club Homepage on the NSSA Website.

Mike Valerio has been instrumental in the transition to NSSA Skeet Manager and upgrades for seamless iSkeet Functionality.

NSSA IT Support transition will continue throughout 2024.

4. Job Duties of Nathan and Jessica (MH)

Michael Hampton discussion on transition plan and tasks assignments for Nathan Boyd and Jessica Wolfe.

5. Small Ideas Workshop (SM)

Steve Malcom comments on Small Ideas Workshop..

6. Endowment Committed Member at large vacancy. (CN)

Motion Chris Naler to install John Haugh as the Member at Large of the Endowment Committee, Second Billy D Williams, Approved.

7. The finance committee has recommended a reinvestment of 117K from the relevel of the portfolio investment in the 613 account.

Motion Chris Naler, Second Steve Johnstone, Approved

8. Forwarded from the finance 2024 Capital projects recommendations to approve NTE \$450000 for the 2024 Construction Projects

Motion Chris Naler, Second Billy D Williams, Approved

*** See Attached 2024 Capital Projects worksheet.*

L. OLD BUSINESS

1. Tri-Season Discussion (MH)

Jessica Wolfe will review the proposal for the EC Summer meeting.

2. Recognition Program – NSSA State Team (NB)

Nathan reviewed the presented NSSA All-State Team recognition program.

There was support for the program. Nathan will be reviewing program costs to include awards, postage, and programming costs.

3. Lafayette Skeet Academy not included in 2024 US Open invitation. (NB)

Motion Al Magyar, Second Joe Scandariato, Approved

4. All-American committee recommendations on team sizing. (Brad McRae)

Motion Al Magyar, Second Billy D Williams, Approved

M. NATIONAL SKEET SHOOTING ASSOCIATION

(NB/JW)

1. NSSA Director Report
2. Membership Statistics
3. Target Statistics
4. Membership State and Country Report (Located in Dropbox Folder)
5. Crossfire Program
6. Top 100 Shoots Based on Difficulty Factor
7. Targets Shot by State by Club Summary
8. Expired Clubs

Nathan Boyd and Jessica Wolfe presented..

N. OFFICERS REPORTS & ZONE REPORTS

(SM)

1. Zone Reports

O. NSSA HALL OF FAME & MUSEUM

1. Hall of Fame Committee Report (NB/JW)

Hall of Fame recommendations to add HAA and Podium places.

Hall of Fame recommendation to induct Clay Baldwin into the NSSA Hall of Fame.

Motion Chris Naler, to accept the committee recommendation to induct Clay Baldwin into the NSSA Hall of Fame. Second Billy D Williams, Approved

2. October 03, 2024 Hall of Fame Ceremony (MH)

3. Ray Boller Award (NB/JW)

Motion Chris Naler, to accept the committee recommendation to induct Jack Tanns as the Ray Boller Award. Second Steve Johnstone, Approved

4. Referee Honor Roll

(NB/JW)

The Honor Roll committee recommendation to induct Bill Garrett, Deborah Woodson, and Carol Thienpoint

Motion Chris Naler, to accept the committee recommendation to induct induct Bill Garrett, Deborah Woodson, and Carol Thienpoint into the NSSA Referee Honor Roll. Second Jeff Ventry, Approved

**NSSA EXECUTIVE COMMITTEE SESSION Suspended until 8:00 AM 1/20 at 5:15 PM 1/19.
NSSA EXECUTIVE COMMITTEE SESSION Reconvened on 1/20/2024 at 08:00 AM CDT**

K. NEW BUSINESS

1. World Shoot Details

(NB)

Re-opened discussion on 2024 World Shoot pricing.

There was a lengthy discussion with every Committee member weighing in on the discussion.

Recommendations:

Name	Title	Fee Suggestion
Steve Malcolm (P)	President	\$80.00
Tom Pavlack (P)	Vice President	\$82.00
Clark Hartness (P)	Secretary	\$80.00
Chris Naler (P)	Past President	\$82.00
Jeff Ventry (P)	Zone 1 EC	\$85.00
Alessandro Vitale (P - TEAMS)	Zone 2 EC Committeeman	\$85.00
Al Magyar (P)	Zone 3 EC Committeeman	\$82.00
Steve Johnstone (P - TEAMS)	Zone 4 EC Committeeman	\$82.00
Joe Scandariato (P)	Zone 5 EC Committeeman	\$85.00
Frank Callahan (P)	Zone 6 EC Committeeman	\$80.00
Billy D Williams (P)	Zone 7 EC Committeeman	\$80.00
Brad McRae (P)	Zone 8 EC Committeeman	\$80.00
Katie Fichtner (P - TEAMS)	Zone 9 EC Committeewoman	\$80.00
Nathan Boyd (P)	NSSA Staff (None Voting)	\$80.00
Jessica Wolfe (P)	NSSA Staff (None Voting)	\$80.00

Motion Steve Johnstone, to increase the target fees to \$80.00 per 100 for the Triple J, Masters, and World Shoot events. Second Steve Brad McRae, 12 FOR, Steve Malcolm Abstained, Approved

P. RULES & CLASSIFICATION

(NB/JW)

Q. INSTRUCTOR CERTIFICATION

(NB/JW)

1. Report – Ralph Aaron

R. NATIONAL SPORTING CLAYS ASSOCIATION

(MH)

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

S. ADJOURNMENT

Motion Al Magyar, Second Jeff Ventry, Approved

NSSA EXECUTIVE COMMITTEE SESSION Adjourned on 1/20/2024 at 10:40 AM CDT.

2024 Construction Projects

1 Clubhouse Outside Work		\$225,000	Retaining wall, sidewalk, concrete pads, fix drainage behind stadium
2 Clubhouse Fencing		\$30,000	
3 Pavilion		\$250,000	40'x100' keeping asphalt as the floor
4 Pavilion additional items		\$75,000	Electrical, tables, chairs, fans, fencing
5 Vendor Row Side Walk		\$200,000	26'x1275'
6 Vendor Row Dirt Work & Seed		\$14,000	
7 Vendor Row Pipe Rail		\$35,000	3" square tubing 3' tall
8 Dozen Ground Repair		\$25,000	Fix ruts, trench southside for water runoff, seed
9 East Sporting Clays Road Repair		\$6,000	Fix low water crossing with new pipes and rock
10 Rifle & Pistol Range Ground Repair		\$4,500	Repair ruts, trench, install pipe for drainage, seed
11 Skeet Field #19 - #38 Repair		\$50,000	Repair ruts, seed, build 2900'x15'x4" rock path for golf carts
12 Referee Chairs	50 \$500 ea.	\$25,000	100 Total Needed - 28 w/wheels, 72 w/out
13 Sidewalk West of Stadium to Road		\$31,000	670'x6' & 200'x8' - Total 5,620 sq ft.
14 Clubhouse AC ductwork		\$30,000	
15 Skeet Field Concrete Paths	5 \$20,000 ea.	\$100,000	30 Total Needed
16 Pave and Restripe from Vendor Building #2 to shower house		\$75,000	
17 Chip seal upgrade to Main Event Roads		\$75,000	
18 Repair access Road to top 5 skeet fields		\$30,000	
19 Pavilion Lights		\$35,000	
20 Replace 6 Port-A-Pots		\$3,250	
21 Club House Furniture		\$8,000	
22 New Siding on House #1 (on hill)		\$15,000	
23 AC Units to be replaced		\$15,000	
Total Requirements 2024		\$1,356,750	
Allocated / Approved 2024 Budget		\$1,010,250	
Additional 2024 Funding Requirement		\$346,500	