



## NSSA Executive Committee Conference Call

March 18, 2021

### Roll Call

**Officers:** Christopher Naler, Steve Malcolm, Tom Pavlack, and Donald Kelly

**Zone Committeemen (Zone 1-9):** Michael Ferchaw, Alessandro Vitale, Al Magyar, Steve Johnstone, Steve Patke, Clark Hartness, Billy Williams, and Brad McRae. Dave Wood was absent.

**NSSA Staff:** Michael Hampton, Nathan Boyd, Misty DeLeon, and Gary Burley.

A quorum being present, the meeting was called to order by President Naler at 6:02 PM CDT.

### **Approval of February 25<sup>th</sup> EC phone conference minutes**

Minutes were emailed to all EC members for review.

**Motion to accept the minutes by Don Kelly 2<sup>nd</sup> by Al Magyar.**

**Motion approved unanimously.**

**Motion by Steve Malcolm, 2<sup>nd</sup> by Clark Hartness, to appoint Trish Magyar as Assistant Secretary for 2021-22.**

**Motion approved unanimously.**

### Old Business

1. **Rules Change Ballot** – Changes to clarify reduced entry fees for Juniors was approved 101 to 13 of 132 directors.
2. **Christmas Light Show** – Still working on new contract.

### New Business

#### 1. **NSSA Shoot updates**

World Shoot Preparations and Current Registration: President Naler received a few inquiries regarding the Hall of Fame banquet, and we are moving forward with hosting at the Courtyard Marriott. We have 276 shooters pre-registered for the Mini, and 320 for the Main.

U.S. Open: We have 798 shooters pre-registered.

Masters: We have 208 shooters pre-registered.

Junior World: Registration opens April 1<sup>st</sup>.

Triple J Classic: Very successful event; had 276 total shooters and 250 4-gun shooters. The redemption rate for the \$20 BJs certificates was 52%, and one of the main sponsors commented that numerous shooters personally thanked him for his support. Overall, have received very positive feedback on the shoot and referees.

Nathan Boyd noted that the trend this year has been for shooters to sign up later rather than sooner.

**2. Headquarters**

LOC (line of credit): Balance of \$100,224.62 has been **paid off**. We can always draw, if necessary, up to our approved \$3M limit. Hitting accounts receivables hard; 39% of receivables are 30+ days

Protech Update: End of June is target for being ready to go live. We will need to utilize Protech's "in house" reporting environment v an outside source as hoped. NSCA change implementing sub-gauges will result in additional \$14K programming cost.

IT Department New Hire: Position description is posted to Indeed website and we will post to Target Talk to inquire within our members and their friends and family.

NSC: Hodgen/Spolar is moving out of their vendor space. We have someone ready to take this space; continue to engage ammunition manufacturers to ensure availability for our events.

- 3. Summer EC Meeting** May 13<sup>th</sup> at Marriott Courtyard, Spring Lake/Fayetteville, NC. President Naler requested all EC members provide proposed agenda items or topics to him via email NLT April 1<sup>st</sup>. The summer EC meeting (13 May) agenda will be presented prior to the 15 April EC call for everyone's review.

- 4. April EC Phone Conference** April 15<sup>th</sup>.

**Motion to adjourn by Alessandro Vitale, 2<sup>nd</sup> by Clark Hartness.**

**Motion approved unanimously.**

Adjourned at 6:48PM CDT