

## **NSSA EXECUTIVE COMMITTEE**

**National Shooting Complex, San Antonio, TX 8 October, 2008**

President Louise Terry called the meeting to order at 10:45AM CST with following members present:

Vice President Bill Batty, Secretary/Treasurer Jim Gast, Finance Director Steve Scales, Executive Director Don Snyder, Skeet Director Rick Stockstill.

Zone 1, Bob DeFrancesco; Zone 2, Bob Myers; Zone 3, John Haugh; Zone 6, Wayne Black; Zone 7, Bill Wright; Zone 8, John Bratty; Past President Al Magyar; NSCA Council Member Jay Delphey; NSSA member Stuart Fairbanks as guest.

Upcoming Executive Directors attending: Mike Ferchaw, Sam Armstrong, Ken Keth, Newman Shufflebarger

Absent: Bill Murrell, John Tans, Don Root

Minutes of past meetings were read and corrected as follows:

- A motion was made by Al Magyar, 2<sup>nd</sup> by Bill Wright: **To approve the Executive Committee minutes of 25 August, 2008. Motion passed, all in favor.**
- A motion was made by Al Magyar, 2<sup>nd</sup> by Bob DeFrancesco: **To approve the Executive Committee minutes of 11 September, 2008. Motion passed, all in favor.**

Stu Fairbanks introduced a request that the EC approve continued funding for the shoot with the Stars Program at the 2009 Toni Rogers Extravaganza. A discussion ensued regarding the success of last year's program, costs to the Association, and possible changes including reduction of entry fee support and number of invitees. Wayne Black suggested a meet and greet gathering on Friday evening, including the shooters, stars, etc. All present felt like the program had been a success and should be allowed to grow and expand. After discussion:

- A motion was made by Wayne Black, 2<sup>nd</sup> by Bob DeFrancesco: **To continue the Shoot with the Stars program with the same level of competitors (3 per Zone) as last year, adding the Friday night gathering. The program will be under the direction of Stu Fairbanks. Motion passed, all in favor.**

Louise then asked Steve Scales to present the 2009 budget, as recently approved and forwarded to the Executive Committee by the Finance Committee during their meeting of 4 October.

Steve Scales presented the complete 2009 budget as forwarded by the Finance Committee, noting that we have anticipated numerous inflationary increases, particularly in the area of fuel, targets, supplies, salaries and wages, etc. He feels that adequate discretionary items exist within the budget to allow for some leeway in unanticipated reductions in income or increases in expenditures.

After discussion of the detail of several budget items, including telephone expense addressed by Wayne Black, and the effect of our agriculture exemption on the budgeted expenses:

\* A motion was made by Al Magyar, 2<sup>nd</sup> by Bill Batty: **“To accept the 2009 budget as presented.” Motion passed, all in favor.**

Louise then reviewed the winter meeting schedules.

Don presented a few ideas to manage the HQ Staff to allow some flexible schedule allowances for certain individuals. Where possible, this will offer some employees relief in fuel expense. This program will be offered to approximately 6 employees on a trial basis to assess the utility of the program. After discussion, most felt that this would fall under Don’s management discretion and are willing to monitor the implementation of his basic outline as presented.

**Club membership dues:** Don pointed out that about one half of all NSSA member clubs do not throw registered targets. This emphasizes the point that there are benefits, such as insurance through SIAI, to these member clubs. Current dues are \$25 annually. NSCA club dues pay \$100.

Wayne Black noted that Mike Valerio would be willing to make the Skeet Manager program available to all member clubs and provide technical support for an annual fee of \$50 per club, and suggested an increase of dues to \$100 per year. He noted that in his opinion, our records would be better and easier to service if all clubs used the same program.

This suggestion, after discussion, met with some resistance.

Don Snyder suggested that our dues are low compared with other organizations (ATA) as far as member benefits, magazine, insurance, etc. Clubs gain an advantage of at least \$200 through using SAIA alone. NSSA would like to provide other benefits, such as a monthly club newsletter, mass emails, marketing assistance through our new partnerships, and that all of these items will require additional revenue. Our costs are now, and have been rising much faster than our increase in income through all areas, including club dues.

A lengthy discussion followed, and included the suggestion that all member clubs be required to throw at least one registered shoot to maintain their membership. Bill Batty noted that the larger clubs are now paying \$75 per year for the Valerio tech support, so an increase of dues to \$100 would not represent an increased cost to them. DeFrancesco noted that the smaller clubs would feel the most impact, as for one or two small shoots, they would continue to cashier their shoots manually.

Bill Batty suggested that we not increase dues substantially until we could adequately outline the benefits accruing to the smaller clubs through benefits of membership.

In summation, Louise Terry asked that we address the immediate issue of dues increases for the 2009 shooting year.

- A motion was then presented by Al Magyar, 2<sup>nd</sup> by Jim Gast, **To increase club membership dues for the 2009 year from \$25 to \$50 annually. (This motion was amended to accept the \$25 annual fee from current member clubs who are in the process of renewing for next year as they have already been billed. New club memberships will be billed at the increased rate.) Motion passed, with one negative vote.**

Don Snyder brought up the issue of shoot management, especially in light of new and larger facilities such as Sparta, Las Vegas, Ben Avery, Fort Bragg, and the fact that it is very expensive to take NSSA staff time to assist in the management of shoots at these facilities. He suggests a cadre of qualified personnel be established which would be recommended to be hired to manage these larger shoots.

Wayne Black suggested that this might only require the hiring of a qualified administrator, who would then acquire his own team from a group of qualified personnel of his choosing. This would require a contractual agreement between these administrators and the NSSA.

All agreed that this process should begin with the 2009 Masters and an agreement with Barry Rich will be explored. This process will be reviewed at the January meeting.

Don noted that in the area of member benefits, he had been contacted by a major life insurance company that would be willing to provide \$2000 in life insurance to all active members at no cost to the membership. This would be offset by providing our membership list to the company, allowing for a **one time only** mailed contact to assess further interest in their products. Don was instructed to further explore this proposal.

Louise noted that several items for discussion remained to be decided pertaining to the World Shoot at the January meetings, including: referee compensation, the schedule of events, and increases in fees for the World and other major shoots.

At 12:10 PM CST a motion was made by Jim Gast, 2<sup>nd</sup> by Bill Batty to adjourn the Executive Committee meeting. Passed all in favor.

Submitted by: Jim Gast Secretary/Treasurer