

NSSA Executive Committee Meeting
The Homestead Resort
Hot Springs, VA
17 May 2008

- A. President Louise Terry called the meeting to order at 8:45AM EDT. Members present were: Bill Batty, VP; Jim Gast, Secretary/Treasurer; Bob DeFrancesco, Zone 1; Bob Myers, Zone 2; John Haugh, Zone 3; Barry Rich representing Zone 4; Jack Tans, Zone 5; Wayne Black, Zone 6; Don Snyder, Executive Director; Steve Scales, Finance Director; Carl Hensch, Skeet Director. Al Magyar, Past President and John Bratty, Zone 8 were absent due to medical reasons. Bill Wright, Zone 7, and Don Root, Zone 9, were not in attendance.
- B. Minutes of the February 15, 2008 EC meeting and the March 5, 2008 EC teleconference meeting were reviewed and a motion was made by Bill Batty, 2nd by Jack Tans to approve the minutes. Motion passed, all in favor.
- C. President Terry noted that the Board of Directors meeting will be held in San Antonio at the National Shooting Complex at the Beretta Pavilion on Sunday, 5 October at 7:00 PM. Both current and newly-elected Directors should plan to attend, with current Directors only being able to vote.

D. Officers Reports:

1. **President Louise Terry:** asked that in the current environment of increased costs for ammunition, travel and shooting in general, we all encourage the promotion of new and different ideas for our sport at the club level. This includes one day shoots, 4x50 events, leagues, etc. Please address these issues at your Zone meetings and try to communicate any new ideas among the shooters, directors and officers of the Association.

The pressure to relocate our HDQ and NSC facilities is currently reduced due to slowed economic considerations, and we are moving forward with plans to remain at our current location for the immediate future.

Much progress has been made recently by the Finance Committee regarding our investments. The remaining note on land purchase has recently been paid, and the Association is currently free of long-term financial obligations.

2. **Vice-President Bill Batty:** Asks that we place increased emphasis on the maintenance of our member Clubs and work at the Zone meetings to find those clubs who have dropped registered programs and make an effort to bring them back into the fold. This is especially important in regards to the smaller shoots which are a large part of our overall success.

3. Secretary/Treasurer Jim Gast: As noted, the Association is free of long-term debt other than the funded obligation of the retirement program. Jack Tans will be reporting on the recent activity of the Finance Committee regarding investments. Steve Scales will give a report on balances and budget detail. We are operating so far this year well within the parameters of our budget and our current general financial health is very good.

- E. **Executive Director Don Snyder:** Our Sponsorship agreement with John Deere has ended, and we have entered into a three-year agreement with eX-Mark (division of TORO), who has provided two new pieces of mowing equipment for use at the NSC in San Antonio. There is also in place an incentive program for purchases by Clubs and individual members, and a plan to display and demo their equipment at registered shoots.

The All-American class race detail has been posted on the website and will be updated as the shooting year progresses. This new program will also be featured in the June SSR.

The Crossfire Program has been initiated, and so far many shooters have taken advantage of the opportunity to take part in both shooting venues. It is of course too early to tell what the results will be, but so far are encouraging. We will continue to monitor activity throughout the year.

Participation in the Toni Rogers Extravaganza was up slightly over last year and was a success, especially the *Shoot with the Stars* Program. The Masters Shoot was about the same as last year, and Fort Bragg is doing the initial investigation to add 6-8 additional fields.

The Southwest Grand held at the NSC in April was down about 4%, however this is seen as pretty good compared to other satellite-Grand trap shoots being off by as much as 20 % so far this year. New Pat Traps have been ordered and installation will begin this week. This is being done through pledges from shooters totaling \$200K. Due to the structure of the pledges, these traps will remain in the state of Texas should we at any time relocate the NSC outside of Texas.

The new NSSA/NSCA web store will be up and running within the next two months, with quality logoed products available through an outside contractor.

Don will attend the June NSSF Shooting Sports Summit in Colorado Springs. The recent NSSF First Shots program (the inaugural event for *shotgun* shooting) held at the NSC was a success, with 37 participants attending. We will publicize this event to our clubs for next year.

Corporate and league events at the NSC continue to be well-scheduled and very successful.

NSC Electrical Problems: The expense of hauling cardboard away from the NSC is increasing, the solution being the expenditure of \$12K to install 3-phase power to the compactor that we own and which is currently unused. This is part of our continuing larger electrical infrastructure inadequacies. Don has received one bid of approximately \$100K for the necessary improvements. Steve Scales reports that budget money would be available from the scheduled interest payments on the recently closed land debt, plus dollars budgeted for perimeter fence construction that may not be immediately necessary. A discussion ensued on the risks we have in

losing revenue from scheduled events and the potential savings by using our own trash compactor, plus the advantage of being able to have a reliable electrical supply to our computers and headquarters.

A motion was made by Jack Tans, second by Bob DeFrancesco, that Don solicit additional bids on electrical improvements, to include the 3-phase feed to the trash compactor, in an amount not to exceed \$110K. This to be reviewed by Steve Scales and presented to the Finance Committee for final approval in regards to budget reallocation for this year's installation. Motion passed, all in favor.

Headquarters operating expenses: Don noted that our postage costs have increased significantly (up \$30K) in recent years due to rate structures and increased fees. The Association has continued to send out medals and awards, even though shooters are asked to pick them up before the final day of shoots at NSC. We must send out the HOA and .410 items as they are the last events. Several suggestions were made during discussion, including sending items to state directors for distribution, or getting member credit card information at registration to cover costs of shipping. (NSCA currently does this.) Don will explore some of these options and report back. This will include the possibility of electronic transmission of some of our mailings, director's ballots etc. and alternatives to using more expensive ATT Conference calling. Wayne Black will explore the possibility of using our in-house telephone system to set up our own teleconferences.

The performance of our contracted website designers has been somewhat unsatisfactory to date, and Don will be looking into other options.

Don will have men's neckties available by fall for sale by the Association with designs for both NSSA and NSCA.

Don has contacted in writing 5 or 6 different legislators at the state and local level requesting assistance with our tax situation. So far, though most responses have been received, no resolution has been obtained in gaining a political ally or any political influence toward reducing our Roft Road property taxes.

Zone 1 Bob DeFrancesco: Reports that the Lewiston, NY 3-F club is throwing registered targets again. The shoots are so far being well attended with some shoots up in attendance. Though early in the season, the year looks encouraging so far. The Narraganset, RI club is adding a 4th field.

Zone 2 Bob Myers: Bob is not overly optimistic concerning shooting in his zone as several shoots have been down so far.

Zone 3 John Haugh: The upcoming major shoots at Canton, Detroit and St. Joe are all expected to be full according to pre-registration. The Zone will also be held at St. Joe. Some of the smaller clubs are holding successful one day and 4x50 shoots. Two-club satellite shoots are being discussed by several clubs in Ohio to reduce travel for shooters.

Zone 4 Barry Rich: The Zone shoot will be held at Ft. Bragg as Savannah has dropped out of the rotation. Atlanta is the only other club now large enough to host the shoot and they have held

it there the past several years. The Henry Horton club outside of Nashville, TN is holding more registered shoots. Georgia results and North Carolina are mixed so far. Florida shoots seem to be down 5-10% so far this year.

Zone 5 Jack Tans: Their season is just now getting started. The Zone will be in Green Bay at the Brown County Sportsmen's Congress. Several clubs have scheduled 50 target event shoots and it will be interesting to see these results.

Zone 6 Wayne Black: The Zone shoot at Little Rock is looking good for 100+ entries. The larger shoots outside of Texas, are down as much as 30% so far. Some of the smaller shoots are being split into two separate shoots on Sat and Sunday leaving the option of shooting either day. Wait lists are down some at the larger shoots, even though these shoots are full.

F. Financial Report: Steve Scales reports that we have received releases from our last remaining debt obligation from Frost Bank. The prepayment fee was waived by the bank and funds were transferred from our investment of the land sale proceeds to retire this debt. We do have an open line of credit available for emergencies in the amount of \$250K. Receivables are ahead of schedule and payables are down compared to budgeted estimates. Membership receivables are up this year due to more members taking advantage of life memberships. Steve noted that ammo sales are showing a shift from last year, as 12 and 20 gauge buyers are shifting from Remington and Winchester to less expensive Rio shells, and sales of small gauges are down as shooters are shooting more reloads. Steve mentioned the significant increase in overhead costs relating to postage and shipping. Projected investment income is of course down for the first quarter, but hopefully market conditions will recover toward elections.

Louise Terry mentioned that the Finance Committee Sub-Committee of Jack Tans, John Haugh and Jim Gast had prepared a set of recommendations for the Finance Committee, which met on May 12, 2008, and Jack is making recommendations to the EC on the basis of their meeting.

Representing Hal duPont, Fin. Comm. Chairman who was unable to attend, Jack Tans presented the **Finance Committee** report as follows:

Status of Campbell Strategic Allocation Fund: Close review has shown this fund has had very poor returns over the period of time we have had this major investment (\$300K+). Due to poor returns and the type of investment this fund represents, the Finance Committee recommends that the EC direct our investment advisors to sell this fund at the end of May and recommend other investment of these proceeds. A motion was made to accept this recommendation by Bob DeFrancesco, second by Barry Rich. Motion passed all in favor.

Formulation of a new Investment Policy Statement (IPS): Jack Tans presented the newly created IPS as reviewed and recommended by the Finance Committee. The purpose of this document is to provide specific guidelines and requirements to our investment advisors in regards to the invested assets of the Association. This document includes expected returns, reporting information and performance objectives related to certain published benchmarks. Asset allocation will follow a basic formula of investment in 60% equity mutual funds and 40% fixed

income funds, further broken down into various sectors. After discussion, a motion was made by Wayne Black, second by Bob DeFrancesco that we adopt the Investment Policy Statement (with minor changes) as recommended by the Finance Committee. Motion passed all in favor.

Review of the Investment Portfolio: Steve Scales reports that after a review of our open-end mutual funds, in regards to ratings, returns, structure and management type and strategy, most of our funds were very good to excellent. However, two funds do not meet the criteria of the newly-adopted IPS. These two funds, as discussed in Finance Committee, were the Hodgkiss & Wiley (HWCIX) and the TCW Diversified Assets Funds (TGDIX). The Finance Committee recommends that the EC direct the investment advisors to divest the Association's interest in these funds at the earliest opportunity. A motion to accept this recommendation was made by Bill Batty, second by Barry Rich. Motion passed, all in favor.

Status of retention of the Investment Managers for the Association. This discussion was held in Executive Session due to the sensitive nature of the topic. A motion was made by Barry Rich, second by Bob DeFrancesco, that Jack Tans be asked to return to the Finance Committee with our discussion points and review the information within 90 days, making a recommendation to the EC on this matter. Motion passed, all in favor.

A motion was then made by John Haugh, second by Bob DeFrancesco "That JGP be instructed to hold all proceeds from the divestiture of the above mentioned 3 funds in our money market account until further direction, which would be in line with our newly adopted IPS, is received from the Association." Motion passed, all in favor.

G. **Unfinished Business:**

1. Long Range Planning Committee Update: Louise Terry reported that the LRPC had met on March 28, 2008 and reviewed the CBRE update on value of the NSC property. It was decided to not list the property for sale at this time due to the recent slowdown in local real estate; also, inform the Stransky group that we had no interest in pursuing their Fall 2007 offer. In respect to the report submitted by Steve Scales that we are reasonably stable in our existing environment for at least the next five years, we are expecting to remain at our current location for the near future. The major risks to that plan are potential property tax increases and possible loss of our agricultural exemption.

2. Don Snyder will take over the responsibility to develop a video on small shoot management.

3. Don reports that after careful analysis by Carl Hensch, Rocky Goodman and others, the measurements on the stadium field were found to be well within dimensional specifications. A ground level indicator will be added to the distance stake behind the high house for the low house target.

4. Don reported that the total net profit from the 2007 GMC truck raffle was about \$8,000. This is very disappointing in view of the potential value and use of the GMC Sponsorship. After discussion, a motion was made by Jack Tans, second by Barry Rich, that the old Buick Rendezvous currently used for a staff vehicle be sold. The proceeds will be placed in the general

fund of the Association to be used for the upcoming electrical upgrades. A special logo/paint job will be done on the new GMC Pickup when received. This vehicle will be used at the NSC as a staff vehicle for the next year and auctioned to members when a new truck is received. Motion passed, all in favor.

5. A request has been received from Bruce Kinkner that NSSA consider establishing a “Western Masters” or equivalent shoot to be administered by NSSA and hosted at the Ben Avery Center in Phoenix, AZ. Don is hesitant to commit the resources of the staff to run another major shoot. He suggests that an outside group could be hired to run such a shoot. Don will follow up with Bruce regarding securing sponsors for the event, as there is interest in a major shoot in the West and NSSA wishes to support the considerable investment being made to improve the Ben Avery shooting facility. Don will further discuss possibilities with Bruce.

6. Don reported that our contracted marketing group has developed a new handout for NSSA and NSCA membership with enrollment forms for our member clubs to distribute. Their ongoing member survey reports will be reviewed at a later meeting.

7. Don reported that our public relations contact, Sherry Kerr, will be doing a media presentation for the NSCA US Open. She is also reviewing the US Open Skeet program.

8. The Clay Target Shootout program by Linden Productions has produced 10 video programs for television. He is no longer affiliated with the Outdoor Channel but is seeking other venues to air these shows. Several shows have been produced at the NSC, Nemaquin (Pittsburgh, PA area) and the Olympic Training Center in Kerrville, TX.

9. Don Snyder reports that the hard-wired internet service to Vendor’s Row has been completed.

10. The Armed Forces Skeet Association has not had representation at the EC meetings for the past two-four years due to the circumstances in the military these days. Bob Myers was at the most recent AFSA meeting last week and states that there is a lot of difficulty getting an active-duty representative that can reliably attend meetings, report on the AFSA etc. There are now 300 active duty members of the NSSA and about 1150 retired members (who are represented by their state associations.) A discussion was had regarding the best solution. Since Don Root has retired, there is currently no Zone 9 representative to the EC. As circumstances have changed since the inception of the creation of Zone 9, it may make more sense to let active duty members be represented by their states of current residence. It was decided to continue under the present situation for now, hoping that we receive word from the AFSA for direction during the upcoming EC elections and we will revisit at the Winter meeting.

11. After receiving a personal letter from a previously suspended member in Zone 1, the EC discussed reinstating the individual for the balance of the 2008 shooting year, provided no further problems develop, and on the condition that all entry at registered shoots be paid on a cash basis. Motion by Bill Batty, second by Bob deFrancesco, to approve reinstatement on those terms. Motion passed, all in favor. The Zone 1 Association and all State Associations in Zone 1 will receive a notification letter from HDQ as to this shooter’s status.

12. Nick Sisley and some of our members have asked if a change in our Rules to reduce the weight of standard target loads would make a significant reduction in the cost of ammunition. The major ammunition manufacturers were contacted and responded that this would not make a significant difference. The reduction of 1/8th ounce of shot would yield approximately 20 cents per box in 12 gauge, or \$2.00 per flat in manufacturing costs, but there would be offsetting significant retooling and quality control issues for manufacturers. It was noted that one manufacturer has already reflected the difference in the price of their 1 oz. vs 1 1/8 oz. 12 ga. loads which are already in production . No further action recommended.

13. Sparta has contacted Louise Terry and asked that we consider developing an NSSA-sponsored shoot at Sparta for the future. The State of IL has grant funds available and they are willing to commit to hosting and paying for the administration of a shoot at their location. After discussion, Don stated that he would work with them on plans based on availability of their grant money to allow competent individuals to run such a shoot under the direction of the NSSA. A motion was made by Barry Rich, second by Bob DeFrancesco, to have Don contact them in regards to offering a "Mid-west Classic" or other shoot on an acceptable date. (Probably in late June on a recurring basis.)

- J. **Information and Technology:** Wayne Black and Don report that our e-mail server and our web site servers for myNSSA.com and myNSCA.com are now up and running, outsourced to "Rackspace". Wayne recommended that Brad be named as the responsible network administrator and the main person to be notified in event of a major downtime event in our system. He also recommends a network monitoring system be purchased and installed as soon as possible. The cost would be \$500-\$1000 depending on switching required. After discussion, a motion was made by Wayne Black, second by Jack Tans, that up to \$1500 be expended to procure and install a network monitoring system, and get the appropriate training for Brad on the new software (DARTWARE) which will run on our in-house servers. Motion passed, all in favor.

Don Snyder reports that he has two of our IT employees experimenting with working at home to gauge a possible increase in productivity, especially in the coding area. He will report back to the EC after another 60 days.

K. National Skeet Shooting Association:

Skeet Director Carl Hensch reports that although NSSA membership has increased, targets registered have continued to show a slight decline.

NSSA 2008 Elections:

1. Director Elections: Louise Terry mentioned that we all need to be aware of upcoming director's elections and asked if all ballots had been mailed out. This has been done and some are beginning to be returned to HDQ. Carl was asked to post a reminder on the web site asking for ballots to be returned as required by the end of May.

2. Bill Batty is completing paperwork necessary to comply with the new BYLAWS adopted at the last annual meeting for election of officers.
3. Terms of all Executive Committeemen are also up for election and they must each prepare a letter of acceptance. This nomination must be signed by two directors within the zone and be received at NSSA by June 30th. Voting for Exec. Committeemen will be by mail to all current Directors in each Zone.

L. NSSA Shoots

1. US Open:
 - a. Jack Tans reports that preparations for the 2008 US Open at Sparta, IL are proceeding according to plan. The new Skeet machines are installed and will be tested at the upcoming Midwest Classic shoot. He distributed raffle tickets for the special US Open Edition KOLAR shotgun. He reported on the sponsors for each event and schedule for the shoot. Several suggestions were made regarding clothing items for the shoot, and plans are to pre-order on the website and in pre-registration packages. The staff at Sparta has been very cooperative. Gamaliel will set up the ammunition sales. 22 fields will be squadded, 3 ½ rotations, 385 shooters. Two fields will be available for breakdown or expanded use. Thursday afternoon and Friday morning will be practice. Briley will have personnel on site to oversee the new Matarelli skeet equipment. Don mentioned that all of the fishing lakes on the facility are now open. Motel information is posted on the NSSA web site. Campsites are available and camper rentals are locally available.
 - b. The 2009 US Open: After discussion, a motion was made by Bill Batty, second by Bob DeFrancesco, to award the 2009 US Open to Rochester Brooks. Motion passed, all in favor.
2. 2008 World Shoot:
 - a. Carl Hensch reports that changes to the shoot software recommended after last year's shoot have been made by Mike Valerio and will be tested out prior to the World Shoot.
 - b. A discussion was held regarding the suggestion to reduce costs of attending the World Shoot by initiating a concurrent entry only, no purse, no open class awards. After discussion, no action was taken on this issue.
 - c. Louise reported that the World Shoot committee recommended shooting off the 20 gauge Main 100s in the stadium field after the scores are posted, as is done in the East and West 12 gauge. After discussion, this proposal was rejected.
 - d. A recommendation was also made to change the shootoff format for the Main HOA championship and .410 event to a regular round of skeet, miss and out by station. After discussion, a motion was made by Wayne Black, second by Bob DeFrancesco to establish for all NSSA-administered shoots: "That championship shootoffs for 4 guns, Doubles and HAA events will consist of doubles at 3,4,5, miss and out by station, and that HOA Championships will be one round of .410 singles, miss and out by station, followed by doubles at 3,4,5 miss and out by station. Motion passed, all in favor.

- e. The World Shoot Committee also suggested to realign the structure of the East and West events to allow separate events for each day. After discussion, a motion was made by Bob DeFrancesco, second by Wayne Black, to leave the structure of the East and West as is, with the exception of awarding Open and Class All-American points for each 125 of the 12 gauge championship. Motion passed, all in favor.
 - f. Bob DeFrancesco pointed out that optional purse payouts should be paid high gun, ties divide. This is in the notes from last year and may not have been followed through. After discussion, a motion was made by Barry Rich, second by Wayne Black, that in NSSA administered shoots, optional purse entry will be paid out by High Gun system, ie, ties divide. Further, that all places involving mandatory purse payouts (ie, money returned to class) will be shot off, no long run. Motion passed, all in favor.
3. 2008 Krieghoff Masters: Barry Rich noted that we did not offer an HAA at the Masters, and this could be a problem if we could not give world record credit to a 500x500, if shot. After discussion, a motion was made by Barry Rich, second by Wayne Black, to offer HAA at all NSSA-administered shoots: "Honors only" for all 5 –gun shooters, no entry fee, \$10 optional class purse, high gun, Open Championship shootoffs (Ch, R-up & Third) only. Motion passed all in favor.
- The Masters program will also be changed to specify 4 Lewis classes and to add a Champ of Champs event, no entry fee for all 4-gun shooters, determined by last box of each of 4 guns; optional purse paid out by High Gun system, ie, ties divide.
4. The 2008 Junior World will be held at Stockton, CA the weekend of 19-20 July. Advanced entries so far are down significantly from prior years.

M. National Shooting Complex: Covered in Don Snyder's Executive Director's report.

N. Club Assistance Program: Reviewed list of applications received to date; 2009 grants will be voted on at the January meeting.

O. NSSA Hall of Fame

1. Referee Honor Roll nominations were reviewed. After discussion a motion was made by Bill Batty, second by Bob DeFrancesco, that we accept the two recommended inductees for 2008. Motion passed all in favor. Dick Haskins (Zone 1) and John Webber (Zone 6, deceased) will be recognized at the 2008 Hall of Fame banquet in October.
2. Wayne Black suggested we hold the Hall of Fame banquet at the NSC. After discussion, decision to remain as is. Our thanks to Mike Searle who has again agreed to host the cocktail hour at the banquet which will be held at Pedrotti's.

P. Membership:

1. Carl Hensch recommends that we select a small (3 fields or less) club in each Zone and donate a Mini-World or World Shoot entry (winner's choice) for 4 guns ; the club can raffle or use as a shoot prize for a member of their club who has never attended a World Shoot. All agreed.

Criteria for club selection for this entry will be based on highest number of registered targets thrown in the previous shoot year.

2. HQ staff has created a new shooter's section on our website that will be populated with valuable information concerning registered shooting.
3. Carl is working on the possibility of posting portions of the SSR on the website. Surveys are already listed and response has been good. Web registration is now available for NSSA shoots, including deposit acceptance. Calendar of registered shoots by state is posted with club info. and shoot contact. Also, dates for skeet camps, as well as certified NSSA instructors are listed by state.

Q. Rules and Classification

1. The Directors' ballots for the 2008 Rules changes have been processed and all 5 changes were adopted. Most noteworthy is that the 2008 Standards for All-American selection have been reduced. Also, on-field tipping of referees at registered shoots is now prohibited. Details are listed on the web site.

R. SSR

Don Snyder presented new activities in organizing of the Review and articles. Louise asked that we include a brief bio of feature article authors, especially the new writers.

S. NSCA

1. Membership currently is up, with over 4 million targets shot so far this year.
2. Discussed Level 1 instructor certification for both organizations. Needs further clarification on who may teach a Level 1 course.

T. League and Sweepstakes: Carl reports 14 clubs signed up so far for 2008 season.

U. Museum: Mike Brazzell and Jim Harris submitted their progress report. Among other changes at the Museum, there is a new Armed Forces Skeet Assoc. (AFSA) section now with the AFSA HOF members recognized and it looks great.

V. Instructor Certification: Ralph Arnold submitted his report on the program. 4 Youth Camps are scheduled so far this summer.

No further business having come before the Committee, President Louise Terry adjourned the meeting at 5:45PM EDT.

Submitted by Jim Gast, Secretary/Treasurer