

NSSA EXECUTIVE COMMITTEE MEETING

National Shooting Complex

San Antonio, Texas

February 5, 2010

A. ROLL CALL - Meeting was called to order by President Bill Batty at 8:28am. Executive Committee members present: Jim Gast, Vice President; Bob DeFrancesco, Secretary/Treasurer; Louise Terry, Immediate Past President, Mike Ferchaw, Zone 1; Sam Armstrong, Zone 2; Al Magyar for John Haugh, Zone 3; Ken Keth, Zone 4; Jack Tans, Zone 5; ;Wayne Black, Zone 6; Bill Wright, Zone 7; Rick Davis for Newman Shufflebarger, Zone 9. Also present were: Rick Stockstill, NSSA Director; Steve Scales, Finance Director; and, at various times, Don Kelly, Debbi Perry, John Waters and Billy Williams. Absent was: John Bratty, Zone 8, with prior approval.

B. MINUTES

1. **Motion by Jack Tans, 2nd by Ken Keth, to approve the June 18, 2009 Executive Committee meeting minutes; passed all in favor.**
2. **Motion by Al Magyar, 2nd by Ken Keth, to approve the October 6, 2009 Executive Committee and Budget meeting minutes, as amended; passed all in favor.**
3. **Motion by Louise Terry, 2nd by Ken Keth, to approve the October 8, 2009 Executive Committee meeting minutes, as amended; passed all in favor.**
4. **Motion by Wayne Black, 2nd by Jim Gast, to approve the October 14, Executive Committee and Executive Council Conference Call meeting minutes, as corrected; passed all in favor.**

C. UPCOMING MEETINGS

1. The Summer Executive Committee Meeting will be held June 17, 2010 at the Great Eastern in Richmond, VA at the Wyndham Hotel.
2. The annual Board of Directors Meeting will be held October 3, 2010 at the NSC Complex (Beretta Pavilion) with dinner at 7:00 pm and the meeting at 8:00 pm.
3. The Bylaws require the Executive Committee to sit as a nomination committee for the Officers' ballot between March 1st and June 1st. This will occur, via phone conference, on March 16, 2010 at 8pm EST.

D. OFFICERS' & ZONE REPORTS

1. President – If there are any questions (additions, deletions) on Committee membership, please get with me. Met yesterday noon with NSSA/NSCA Steering Committee, and from 1:30 until 7:30 pm, regarding the long range development plans for the NSC. The NSCA Advisory Council is meeting today to elect new members to the NSCA Executive Council. A number of great ideas have been generated to improve our visibility and grow our membership. There will be a “think tank” session tomorrow afternoon, from which definite work assignments will be generated.
2. Vice President – The economy is poised again to see good growth in the future. Need to focus on a recreational shooting division; otherwise we will lose out on an opportunity.
3. Secretary/Treasurer – There are a number of people who don't understand what it takes to run our organization; need to be more forthcoming on the finances that it takes. Even though we publish our annual financial statement, it's in a form that is not easily understood by most. Will work with Steve Scales and Louise Terry to publish an article that better explains our operations. It might go a long way to better explain our organization to our membership.

4. Zone 1 – Shooting was down last year; however, a number of clubs are throwing 4X50 one day events, which seem to be catching on. The Zone shoot was at Hartford, and was well attended. It went well and was a great time for everyone.
5. Zone 2 – Both shoots and targets have been decreasing. Lost a club in western PA, due to action by the EPA. [Note: It was suggested the owners contact NSSF.] As with Zone 1, 4X50 one day events have been successful. Lost the Pineapples Lobster shoot; the Pineapples are no longer. The Great Eastern was up, and is expected to be full this year. Prince George's County has a Junior program, which is trap oriented, but will at least get them introduced to clay target shooting. Ft. Dix is holding this year's Zone shoot. No issues so far concerning registration of shotguns.
6. Zone 3 – It has been tough in Zone 3; shooting was down throughout the entire Zone last year. Have a very active Junior shooting program, through both SCTP and a Junior traveling program. Getting the kids involved sometimes results in the parents starting to shoot. This year's Zone shoot will be in Detroit; last year's in Canton was very poorly attended. The Color Matrix is no longer. Starting a new 4X100 .410 shoot in St. Joe, IN. Feedback on 4X50 shoots has been that it's good early in the year, but shooters want 100 bird events once the season gets underway. The Mid America is currently 18 shooters shy of being full; an excellent place to shoot, with perfect background. Still trying to get Kentucky back, but no one is willing to step-up.
7. Zone 4 – The winter shoots have been full, even though the weather has not been typical (i.e., it *hasn't* been sunny and warm!); hoping that it continues. Membership is down from last year, which is a great concern, given the large number of Senior and Veteran shooters. There has been little interest in an SCTP program from the clubs. There seems to be a lot of apathy among our directors. Forest City Gun Club has done an outstanding job of turning the facility around, and is planning to hold registered shoots again. They will have 22 fields; today they have traps in nine of them, and the ability to put traps in five more. Even though there are few registered events at the Tom Lowe Shooting Center in Atlanta, the fields are usually packed with recreational shooters.
8. Zone 5 – Agree with Zone 4 regarding the number of Directors and State Associations that don't do anything to promote shooting. Do have several new clubs that are throwing registered targets. Nebraska is a bright spot in the Zone; shooting there is up. Trying a new idea by offering prizes to shooters participating in registered shoots in at least four of the clubs in WI, with bonus targets for shooting at five or all six of the clubs.
9. Zone 6 – Zone shoot in 2009 was at NSC; great turn-out; but had issues with management due to booking of another event on the grounds the same weekend, which precluded use of the clubhouse on Saturday. This year's shoot will be at White Tail Ridge. There are a number of clubs in the Zone that have strong leagues and shooting participation, but have no interest in throwing registered shoots. Have even offered to run a shoot for them, and there have been no takers. Have to find a way to show them there is value in belonging to the NSSA and holding registered shoots. On a different note, Cliff Moller is holding a shoot at Dallas using new technology voice-activated releases, and the shooters are all required to score 50 birds. It will be interesting to see what the response from the participants will be.
10. Zone 7 – This year's shoot will be in Denver, CO at two clubs, the Golden Gun Club and Buckley Air Force Base. We have done this previously, and it went well. Expect attendance to be up from when it was there in 2005. A club that was a beneficiary of the Club Assistance program held three shoots last year, and is planning to hold more this year. Ben Avery Clay Target Center is hosting the U.S. Open in April. Ron Wilson is handling registration. Clark County in Las Vegas has 24 fields up and running. However, not "equipped" to run a shoot yet. It is a great facility, but their price for a round of skeet is a little steep. Will be soliciting them for a future Zone shoot, since we bring in shoot management. They will probably take over from Nellis AFB in the future,

since there difficulties with public access to the base. A club in Great Falls, MT is expanding from 7 to 11 fields, and will hopefully be eligible for a Zone shoot in the future. The small club of the year (three fields or less) that is awarded by NSSA for each Zone, was awarded again to the Medford Gun Club, Medford, Oregon. Zone 7 is instituting a JR. and SUB JR. team and will sponsor them for the JR. world or world shoot.

11. Zone 9 – Numbers haven't changed much over the past five to six years; however, shooting has declined, due to deployments. The number of bases with skeet ranges has also declined. The good news is there are a number of high ranking officers who are taking an interest. Hurlbert AFB has opened a new facility. A special thank you to all of the clubs for their participation in the "Wounded Warrior" program. Junior shooters are the future of our organization; their numbers have not gone in the past few years. Once they have been introduced to shooting, they eventually come back, after they have the time and disposable income. The 50th Armed Services Skeet Championships will be held here at the NSC May 10-14.

E. BUDGET & FINANCE –

1. Report by JGP Wealth Management – Committee Chair, Louise Terry acknowledged we were fortunate with our conservative approach to have a good year in 2009 with our investments. Additionally, have worked more closely throughout the year with JGP to ensure our investment goals were being met. Due to the market fluctuations, we have been using a new approach, which has worked out well. Lynn Johnson and Kevin Sanger, of JGP, recapped the Association's portfolio allocation, 2009 performance, the current investment strategy and recommendations. It was noted that we don't invest in individual stocks, but in selected mutual funds. Dollar for dollar, our portfolio value was up 22.55%, as compared to the "benchmarks" of 18.4% and 5.1%. The current strategy is to invest in U.S. Equities, International Equities, Commodities, Real Estate and U.S. Treasury Bonds. In essence, JPG is using a 200-day "moving average" investment strategy, which has proven over time to be a prudent one. It takes the emotion out of when to buy and sell. JGP will continue to have monthly conversations with Steve Scales and Jack Tans, and quarterly reviews with the Finance Committee and Association officers. The origin of the funds for our investments is from Life Membership revenue.
2. End of Year Statements – The bottom line for 2009 was a net profit of \$122,000, however, it was due to a positive return on our investments, without which we would have lost money in 2009. Due to the 2009 economy, revenue was down; membership was down in NSSA, and flat in NSCA; daily fees were down in both NSSA and NSCA; event revenue was down for skeet and flat for sporting clays (even with the World English); corporate events were down. Have taken steps to achieve cost savings; for example, we changed our publisher for the SSR, which will save us \$30,000; have changed companies for credit card processing, which will reduce our expenses another \$10,000. **Motion by Louise Terry, 2nd by Jack Tans, to move our credit card processing to Pay Leap from Chase Payment Tech, and assess their performance at the Summer meeting. Motion passed all in favor. Motion by Louise Terry, 2nd by Bob DeFrancesco, to authorize Steve Scales to renew our \$250,000 line of credit at Frost Bank. Motion passed all in favor.** This line of credit is available to us for emergencies only, and currently has a zero balance.
Motion by Wayne Black, 2nd by Bill Wright, to add Royce Graff as a signatory on the tournament account; motion passed all in favor.
3. Audit Report by Padgett Stratemann & Co. – The annual audit was conducted in accordance with generally accepted accounting procedures. The staff and committee members were very helpful throughout the audit process. The Association was given an unqualified, or "clean", opinion, which is the best possible rating. With reference to recommendations from the auditors, the following items need to be addressed by management:

Documentation of Closing Process and Review of Accounting – Although a monthly closing process is being performed, there was no formal documentation. Recommended development of a monthly close checklist, and document the procedures performed, including all reconciliations and substantiation of financial statement accounts, either electronically or on paper. This has been implemented effective December 2009.

Credit Card Policy – During review of credit card payments, it was noted some charges, primarily related to travel, were not supported by receipts. Recommended NSSA formalize its credit card policy, to include proper and improper business expenditures, approval processes, and consequences if proper documentation is not submitted for the charges, etc. The policy should be included in the employee handbook that all new employees receive. Additionally, recommend all individuals processing NSSA credit cards sign a statement noting they have reviewed and understood the credit card policy. Agreed; work in progress to develop and will implement this policy ASAP.

With reference to prior year recommendations, the following items have been addressed, or are in the process of being addressed.

Audit Committee – Recommended an Audit Committee Charter be drafted and formally approved by the Board. Action: Audit Committee Charter was approved at the June 18, 2009 Executive Committee meeting. In addition, the Bylaws were amended by the Board of Directors to change the authority to appoint the Audit Committee from the President to the Executive Committee.

EDP Policies and Procedures – The IT Department is now documenting a Summary of NSSA Processing Assumptions. Efforts are ongoing to continue the documentation process. The staff will develop a plan with target dates to complete this work in the next one to two years.

Reconciliation of Membership Software – This item has been satisfactorily completed. The end-of-fiscal-year 2009 process successfully reconciled the *TEAMMS* reporting with the Membership General Ledger account.

F. LONG RANGE PLANNING COMMITTEE – Louise Terry recapped yesterday’s presentation of the Master Plan. Will put an article in the April SSR. The entire work product has been turned over to the Association, at no cost to us. Numerous recommendations for facility improvements were put forth; will discuss implementation tomorrow afternoon at 2pm. The Committee recommended we take no action on Blaser’s request to lease property from the Association to build a company headquarters. There is no viable location that doesn’t impinge on future plans for utilization, and it wasn’t a good business proposition for the NSSA if there weren’t at least eight interested vendors. **Motion by Jack Tans, 2nd by Bob DeFrancesco, to decline the request from Blaser to build a facility on the NSC grounds; motion passed all in favor.**

G. UNFINISHED BUSINESS

1. Club Outreach Program – Need to continue our efforts to engage clubs and members at the grassroots level. The annual elections cycle has started, so be sure the states in each Zone take the necessary steps to get names of individuals who want to serve and are willing to work on the ballots.
2. Ladies Charity Shoot – Though there won’t be a dedicated shoot this year, there will still be a “Cash for Kids” fundraising event and a Ladies HOA event. It provides an opportunity for all

ladies to participate and raise money to benefit St. Jude Children's Research Hospital. Details have been published in the February SSR and are available on the Ladies Charity website.

3. Club Public Relations Program – Tabled until the Summer Executive Committee meeting.

H. NEW BUSINESS

1. Posting of Shoot Results at NSSA – It was asked at the annual Board of Directors' meeting why some scores hadn't been posted on the web-site. The Director, after calling HQ, was informed the club in question hadn't paid their shoot fees. At the Board of Directors' meeting, he was told NSSA did not have that policy; however, that is exactly what is done. Some see it as a disservice to our members, but it's a means of getting the clubs to pay their fees; especially, when the shooters go back to them and complain. Is it possible to post "unofficial" results, so members can access their scores? Rick Stockstill said, "Yes," and will proceed with IT to implement this so clubs can quickly upload "unofficial" shoot results immediately after the shoot concludes.
2. Advisory Committee Report – Mike Ferchaw and John Haugh, co-chairs, have worked with the Committee members to develop some proposals concerning the World Shoot format, with the objective of increasing attendance. Sam Armstrong talked to Al Means, the World Shoot Chairman, and he asked Sam to pass along that all of the recommendations are doable. [Note: John Haugh was present via phone.]
 - a) Move the Doubles Championship to last day of the shoot, and start the 12 Gauge event on Monday, the thought being that some shooters could use the weekends at both ends for travel, if they were driving, and also that more shooters may stay over after the Mini to shoot the 12 Gauge Championship. Currently, there are some shooters that stay and shoot the Doubles, at the tail-end of the Mini, and then go home.
 - b) Reduce the 12 Gauge Championship to 150 or 100 targets. Any financial impact due to lost revenue by shortening the event can be recouped through other daily, non-championship events in addition to a 4X50 event on Friday before the Mini. There is sufficient excess capacity (i.e., we don't use all the fields) to run additional events. **Motion by Bob DeFrancesco, 2nd by Wayne Black, to change the 12 Gauge Championship to a one day, 150 target event, shooting 75 targets in the morning and 75 targets in the afternoon. The East/West will still be optional events. Motion passed; one opposed.**
 - c) Champion of Champions Event – Run the CofC as a concurrent event, using the last round of each gauge, as is done everywhere else in the country. Rather than accepting this change, **motion by Bob DeFrancesco, 2nd by Louise Terry, to run the CofC and Doubles on the same day as we do currently, but on the last day the program, shooting Doubles first, and then CofC. HOA will be shot-off on Thursday night, and Doubles, CofC and HAA on Friday night. Motion passed; one opposed.**
 - d) Recruit candidates to attend their first World Shoot. **Motion by Louise Terry, 2nd by Rick Davis, that NSSA donate an entry (basic entry fee, only, to the Main – 4 guns, and Doubles) to each State and Zone, for a random drawing of their participants who have never attended the Mini or Main World Shoot. Motion passed all in favor.** Rick Stockstill will define the criteria to be used by the states and zones in awarding these free entries.
 - e) Thursday and Friday 4X50, honors only, plus optional purse, events; one each day. Wayne Black has offered to run the shoots. **Motion by Wayne Black, 2nd by Al Magyar, to conduct new Thursday and Friday events. Motion passed all in favor.**

Motion by Jack Tans, 2nd by Al Magyar, to conduct shoot-offs for the 12 Gauge Championship and East and West Monday, and hold the Hall of Fame banquet Tuesday evening. The 20 Gauge Championship will be shot-off Tuesday, prior to dinner. Motion passed all in favor.

Now, how to roll-out the changes... announce on the web, "Coming for 2010, a new World Shoot format," and run a full-page ad in the SSR. Everyone who has already pre-registered will be contacted, in the order originally received, and provided with the revised rotations.

3. LaPorte Trap Machines – LaPorte is working on a proposal to upgrade/replace our traps over the next three to four years. Expect to receive their proposal in the next month.
4. Have received a request from Kenneth Rucker, of Speedbump Stockworks, to operate full-time on the NSC grounds. He currently has a vendor booth on the grounds. **Motion by Louise Terry, 2nd by Bill Wright, to have our staff develop a template for a "full-time use" proposal such as Speedbump Stockworks, and bring it to the Executive Committee for review at the March conference call. Issues that need to be addressed include, but are not limited to: a new rent schedule, utilities, internet, insurance, security and off-hours access by vendor and customers. Motion passed all in favor.**
5. Sharing of member information – We must develop a corporate privacy policy, addressing use and release of both mailing and email addresses, as well as personal information on our members. **Action for Michael Hampton to develop a policy to be reviewed at the Summer Executive Committee meeting.**
6. Requests for residency changes – Several requests have been received and need to be responded to. These requests will be distributed to the Executive Committee to be addressed at the March Executive Committee phone conference.

I. EXECUTIVE SESSION...several HR topics were addressed.

J. INFORMATION AND TECHNOLOGY REPORT – Updated Websites for NSSA and NSCA are now on-line. There has been some confusion still indicated by our members with the division and layout; however we are working to address the complaints and further improve navigation. Received a proposal from Web Dog Services to redesign the sites, tying all content together, offering more information for both our members and clubs. Also, need to make our website more intuitive and improve the search function. Initial cost is \$7,500, with a monthly fee of \$26.93, if Web Dog does the hosting. We have our own server, so monthly hosting fee not required. However, if a script needs to be rewritten, then there would be an hourly charge. **Motion by Bob DeFrancesco, 2nd by Wayne Black, to go forward with Web Dog's development of our website. Motion passed all in favor.** This effort should encompass all five websites for consistent implementation: myNSSA, myNSCA, NSSA-NSCA, NSC, HOF/Museum.

K. NATIONAL SKEET SHOOTING ASSOCIATION – Have and are implementing data checks to ensure that members shoot in the correct class and concurrent. Gun Club Manual being updated and converted to a format that will more easily facilitate future updates. Small shoot video development in process; using Power Point presentation with animation, in lieu of video, to make it easier to maintain and update. Have processed 15 age concurrent change requests, as a result of the latest Rules change. New for 2010, published on the web a comprehensive list of shoots for the year to help members plan their schedule. Will update every 3-4 weeks at the beginning of the year; will reduce

the periodic update as the year progresses. A generic on-line registration capability being developed; goal is to have a generic capability for any NSSA administered shoot. Ready to finalize Class All-Americans, once the All-American Committee has met. Number of those eligible only down slightly from 2008, primarily due to lack of E Class shooters with minimum target requirements. Even though the number of members and targets are down, the decline is not as much as the previous year.

L. NSSA SHOOTS

1. 2010 World Championship – NSC, October 2-8
2. 2010 Krieghoff Masters – Ft. Bragg Clay Target Center, April 29 – May 2
3. 2010 U.S. Open – Ben Avery Clay Target Center, Phoenix, AZ, April 16-18
4. 2010 Blaser Skeet Classic – NSC, March 26-28
5. 2010 Junior World – World Shooting & Recreation Complex, Sparta, IL July 29-Aug 1
6. 2010 Vintage World Skeet Championship/Event 6 – Blue Grass Skeet & Sporting Clays Club, KY, June 24-27
7. 2010 International Skeet Championship – Tulsa Gun Club, OK, Dates 10/15 -10/17
8. 2011 U.S. Open – Four bids have been received for 2011; however, only two are in the “central” zone which is the next eligible zone in the geographic rotation. **Motion by Louise Terry, 2nd by Wayne Black, to award the 2011 U.S. Open to Waco Gun Club.** Waco is back on-line running shoots, they have rebuilt their fields, and the shoot will be run by the TSSA. **Motion passed all in favor.** The shoot dates will be the first weekend after Labor Day.

M. NATIONAL SHOOTING COMPLEX – Royce Graff has been promoted to the position of Facility and Events Manager, and is working hard to fill this year’s calendar of events. Past instances make it prudent we install security cameras in strategic spots on the grounds. ADT has a new product that is an excellent solution for our situation. **Motion by Bob DeFrancesco, 2nd by Mike Ferchaw, to proceed with purchasing & installing the proposed security cameras, not to exceed \$11,200. Motion passed all in favor.**

N. NSSA HALL OF FAME

1. Phyllis Mills evaluated three different facilities, including tasting of the proposed menus, and recommended we hold this year’s banquet at the new Courtyard Marriott on Rt. 151. They offered us, not only, the best price, but also their food was superior to the other candidates. **Motion by Wayne Black, 2nd by Bob DeFrancesco, to hold this year’s banquet at the Marriott Courtyard at a cost of \$45 per person on Tuesday evening; motion passed all in favor.**
2. 2010 Referee of the Year Inductees will be approved during the March Executive Committee phone conference.
3. Received some comments/concerns regarding the criteria for selection of the Hall of Fame members and how they are chosen. This information will be passed to the Committee for their review and to provide recommendations back to the Executive Committee prior to the March phone conference. Approval of the recommended inductees will be deferred at this time.

O. CLUB ASSISTANCE PROGRAM – Grant applications were received from Uvalde Gun Club, Uvalde, TX; Pikes Peak Gun Club, Colorado Springs, CO; Waukesha Gun Club, Waukesha, WI; Black Wing Shooting Center, Delaware, OH; Sun River Skeet Club, Great Falls, MT; and Harris County Youth Shooting Sports Complex, Hamilton, GA. After discussion of each application, **motion by Wayne Black, 2nd by Louise Terry, to approve grants for Uvalde Gun Club, Uvalde, TX (\$2,500); Pikes Peak Gun Club, Colorado Springs, CO (\$2,500); Waukesha Gun Club, Waukesha, WI (\$2,500); and Harris County Youth Shooting Sports Complex, Hamilton, GA (\$4,500). Motion passed all in favor.**

P. MEMBERSHIP – Debbi Perry, Committee Chair, presented her comprehensive report on member statistics, sliced and diced in a variety of ways. Her recommendations include:

1. Getting the Directors more involved; no state is so large that a Director can't make a visit to most of the clubs in the state during his/her term.
2. Giving people as much recognition as we can; it doesn't cost that much to send out another pin and/or patch.
3. Developing a new "class" of recreational shooters; there are millions of shooters out there we can include in our organization, even if they don't shoot registered targets.

It was interesting to note the group with largest gap between those that shoot standards and those who shoot fewer registered targets, is Sub-Seniors.

Data in the past has focused on the larger shoots (top 65), but one has to ask, "What is happening with shoots in the middle (numbers 66-165)?" The next step is to analyze that group of shoots.

Q. RULES & CLASSIFICATION – The Rules Committee is meeting tomorrow, February 6th, and has a full agenda of items to discuss. Any recommended changes will be addressed at the Summer Executive Committee meeting.

R. SKEET SHOOTING REVIEW – The February issue will be the first issue run under our new contract. We will see a significant savings on production, paper costs and mailing. Have a new contributing writer, Paul Giambrone, III; we will run his articles on a month-to-month basis and gauge reader response. We have are also reprinting articles written by Ed Scherer; feedback has been positive. We should look at making the Records Annual available on CD.

S. NATIONAL SPORTING CLAYS ASSOCIATION – The new NSCA Director, Robert Crow, is a great addition to our staff. NSCA Membership has been pretty even over the past four years, as has target volume. Instructor certification courses continue to be well received.

T. MUSEUM – Mike Brazzell and Jim Harris continue to make improvements. Continue to receive new acquisitions, and are expanding the member's library. Cataloging project is on-going; approximately 65% complete. We are working on developing a new website for the museum. Raised approximately \$10,000 for the museum from the raffle, parking spaces and practice fields at the 2009 World Shoot.

U. INSTRUCTOR CERTIFICATION – There were 37 new Level I, 5 Level II and one Master instructors in 2009. Three Youth Camps were also held. These continue to be excellent programs. There are

six youth camps in the works for 2010. **Motion by Jack Tans, 2nd by Bob DeFrancesco, to allocate up to \$4,000 to defer some of the expense in hosting these Youth Camps in 2010. Motion passed all in favor.**

There being no further business to discuss, **motion by Bill Wright, 2nd by Al Magyar, to adjourn at 8:38pm.** The Executive Committee was in session from 8:28am – 8:38pm with short recesses for lunch from 12:30-1:00pm and dinner from 7:00-7:30pm.

Respectfully submitted,

Bob DeFrancesco
Secretary/Treasurer

Trish Magyar
Recording Secretary