

**National Skeet Shooting Association
Executive Committee
July 29, 2013 Conference Call Minutes**

President Bob DeFrancesco called the meeting to order at 8PM EDT. Roll call was taken. All officers present. Absent were Past President Jim Gast, Andrew Engle, Don Kelley and Chris Naler. Also in attendance were Louise Terry (Chairperson of both NSSA Finance Committee and Long Range Planning Committee) and Steve Shackelford, Steve Scales and Michael Hampton. Primary objective of this meeting was to inform the EC of recent events at NSC regarding proposals from outside parties to erect a "cell tower" on the NSC.

Within the last two months our Executive Director has been approached by a third party to erect a tower on our property. This led to investigating the feasibility of doing that and the NSSA also contacting other parties who are in that business to solicit complete bids for such an arrangement. The project was turned over to the Long Range Planning Committee who investigated lease arrangements and to educate ourselves about such matters. Upon investigation and solicitation of more than one vendor the long Range Planning committee recommended a proposal to the Finance Committee. The Finance committee further negotiated some potential lease terms and decided unanimously that the NSC should work with FBInvestors to pursue this potential. Several more conversations took place between the Finance committee chair, NSSA officers, Michael Hampton and FBInvestors. The Finance committee then voted to recommend to the EC that the NSSA proceed to finalize an agreement with FBInvestors. Steve Shackelford participated in the EC meeting. Steve is an NSSA member and has had many years of business experience in this market space. He reconfirmed data that the LRPC had investigated and also counseled us on items to be aware of in our negotiations. The process from start to finish before the NSSA would be the recipient of any lease income would be at least six months. FBInvestors does all applications for permitting, surveys etc. NSSA has no capital outlay to pursue this endeavor. It is projected that the NSSA would have a guarantee of 12K per year with annual escalators and revenue sharing as additional "vendors" are added to the tower. During the permitting process, anyone opposed to this project could object at a public hearing. In addition to the aforementioned income stream, the NSSA will receive additional income in the event additional tenants are added to the tower. The NSSA will also participate in the revenue of the sale of this tower if and when that should happen.

A motion was made by Jack Tans and second by John Haugh that the NSSA authorize Mike Hampton to proceed with finalizing a lease with FBInvestors using the exhibit "alternate 1" as a guideline. Discussion ensued but most questions had been answered before this motion had been made.

The motion passed unanimously.

The meeting was adjourned at 9:10 PM

Respectfully,

John Haugh
Secretary