

**NSSA Executive Committee Meeting  
San Antonio, Texas  
October 3, 2012**

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**Roll Call** – Meeting called to order by President Jim Gast at 9:00 AM CDT. Present were Bob DeFrancesco, Vice President; Jack Tans, Secretary/Treasurer; Mike Ferchaw, Zone 1; Sam Armstrong, Zone 2; John Haugh, Zone 3; Ken Keth, Zone 4; Ron Don Kelly for Ron Ausman, Zone 5; Gary Mathews, Zone 6; Bill Wright, Zone 7; John Bratty, Zone 8; Michael Hampton, Jr., Executive Director; Bill Batty, Past President; Nicki Martin, NSSA Marketing Director, Steve Scales, NSSA Director of Finance and Louise Terry, Chair of Finance and Long Range Planning Committee. Also, Tom Pavlack, Andrew Engel and Bill Burke EC members elect for November 1, 2012

**Rifle and Pistol Range**

Clark Vargas, consultant to the NSSA, with regard to the management and construction of rifle and pistol ranges gave the EC a careful and detailed presentation of the construction and cost of updating the baffling and capacity of our present rifle and pistol range. He also provided views of the future business opportunity associated with such an investment.

**NSSA Shoots-US Open Criteria**

Discussion proceeded with respect to changing the US Open criteria such that clubs with ten skeet fields could host the event. (Presently the criteria require twelve fields.) The idea would be to allow more clubs around the country to host this major shoot. **Motion made by Jack Tans and second by Bill Batty to change present US Open criteria to allow clubs with ten skeet fields to host the US Open. Motion approved all in favor.** A letter will be sent to clubs that have ten fields informing them of the criteria change.

**NSSA Target Fee Increase**

The EC discussed the recent Board of Director vote to leave target fees unchanged. After discussion it was determined that because some 50 Directors were not present at the meeting to vote it would be appropriate to send a ballot to all for a final determination of the fee issue. **Motion made by Bill Batty and second by Bill Wright to prepare a ballot and letter to all directors to vote on a fee increase from \$3/100 target to \$4/100 targets to be effective with the 2013 shooting year. Motion passed with 10 in favor and 1 opposed.** The timing on the letter and ballot will be about November 1, 2012 with ballot returns about the end of November.

**NSSA Target Standards**

The definition for 2013 target standards was discussed. **A motion was made by Mike Ferchaw with a second by Sam Armstrong to send to the Board of Directors a ballot to determine their preference for the present standards in Section II. I.1.a in the 2013 NSSA Rule Book or to revert to a prior standard (1000 12 gauge, 800 in each of the other three guns and 500 doubles). Motion approved 10 in favor, 1 opposed.** The outcome of the ballot will determine the definition of target standards for the 2013 skeet season.

### Headquarters Policy Change

The NSSA has had a policy in place with respect to providing membership information only to sponsors and member clubs. However, it has been noted that some of that information has been released by others. Therefore, the policy has been changed to not release any membership information. **There was a motion by Bill Batty and second by Bob DeFrancesco to approve such a change, motion passed all in favor.** The policy as defined in the Policy Manual at HDQ will be updated to reflect the change.

### Marketing Plan & Recreational Membership

Nicki Martin gave an update to the EC on work she has been doing to plan a marketing program for the NSCA which will be funded with the additional \$1/100 target fee increase that was initiated last year. She has prepared an NSCA Marketing Plan and NSCA Marketing Recommendations for 2112-2013. The plans include attendance at trade shows around the country, magazine advertising, television shows and programming, promotional products and interfacing with social media. Total budget for these programs is about \$300,000.

NSCA and NSSA plans for a Recreational Membership are still being detailed and reviewed. Additional work on a single combined final plan will soon be forthcoming.

### NSSA and NSCA State Fee policy

The policy defines the applicability and amount of state target fees to be collected and paid to the state of venue for NSSA and/or NSCA registered events that are directly sponsored by or contracted through the NSSA and/or the NSCA. No state target fees will be collected from participants or remitted for the World Skeet Championship or the National Sporting Clays Championship. All other NSSA or NSCA registered events held at the NSC shall collect fees and remit them to the State at a rate not to exceed \$.02 per target. Other events not held at the NSC, i.e. the NSSA US Open and the NSCA US Open and the Krieghoff Masters, shall be limited to payment of \$.02 per target for State fees. **Motion made by John Haugh and second by Bill Batty to approve the State Fee Policy. Motion passed 10 in favor and I opposed.**

### 2013 Krieghoff Masters

Negotiations are presently underway for a contract with the Forest City Gun Club to host the 2013 Krieghoff Masters. The contract was pending awaiting the satisfactory results by Forest City with respect to their hosting the 2012 US Open. The results were satisfactory.

### NSC Update

Michael Hampton provided an update of the changes and upgrades that have taken place at the NSC. These items include the new maintenance building, painting of the vendor buildings and shell house, new TV's and scoring equipment in the club house and other improvements.

### **Test Program with Terry Hetrick & CLM Program**

Consensus approval to allow Terry Hetrick at the Nashville Gun Club to modify CLM program to allow for coaching and target scoring without registration of targets.

### **SCTP Update**

Louise Terry gave a brief update of the plans and activities of the SCTP which remains an integral part of the development plans for the NSSA/ NSCA as it is the base program for the development of young shooters in the country. New staff, sponsors, executive board are all part of this growing youth program.

### **New Business**

#### **Fiscal 2013 Budget**

Steve Scales reviewed the fiscal 2013 budget in detail and answered questions. The budget document had been reviewed the previous day by the NSSA Finance Committee and was recommended to the Executive Committee for approval. Total revenue is anticipated to be about \$7.784 million with net income of approximately \$90,000. **Motion made by Bob DeFrancesco with second by Jack Tans to approve the budget as presented, all in favor.**

Discussion then followed on the progress of the World Shoot, etc.

Meeting was adjourned at about 11:30 AM.

Respectfully submitted,

Jack Tans  
Secretary/Treasurer