

**NSSA Executive Committee Meeting**  
**National Shooting Complex, San Antonio, TX**  
**January 25, 2013**

---

**A. ROLL CALL** – Meeting called to order by President DeFrancesco at 8:27 AM. Present were: Jack Tans, Vice President; John Haugh Secretary/Treasurer; Mike Ferchaw, Zone 1; Andrew Engel; Zone 2; Tom Pavlack, Zone 3; Ken Keth, Zone 4; Don Kelly, Zone 5; Gary Mathews, Zone 6; Bill Burke, Zone 7; John Bratty, Zone 8; Chris Naler (via phone); Jim Gast, Immediate Past President. Also present were: Michael Hampton, Executive Director; Linda Mayes, Skeet Director; and Steve Scales, Finance Director. **Motion by John Haugh, 2<sup>nd</sup> by Jim Gast, to appoint Trish Magyar as the Assistant Secretary; motion passed all in favor.**

**B. MINUTES**

1. **Motion by John Haugh, 2<sup>nd</sup> by Jack Tans, to approve the minutes of the May 24, 2012 Executive Committee meeting; motion passed all in favor.**
2. **Motion by Mike Ferchaw, 2<sup>nd</sup> by Jack Tans, to approve the minutes of the October 3, 2012 Executive Committee meeting; motion passed all in favor.**

**C. UPCOMING MEETINGS**

1. Summer Executive Committee meeting will be held in Dallas, TX May 30, 2013 at the Courtyard Marriott in conjunction with the Pan-Am Open.
2. The annual Board of Directors' meeting will be held here on September 29, 2013 at the Beretta Pavilion.
3. Motion by Don Kelly, 2<sup>nd</sup> by Jim Gast, to appoint Steve Scales as the “Sargent-of-Arms” at all board meetings to ensure that Robert’s Rules of Order are followed; motion passed all in favor.

**D. OFFICERS REPORTS & ZONE REPORTS**

1. President – Have survived the penny increase; had very interesting meetings yesterday (Long Range Plan and NSSA/NSCA Steering Committee).
2. Vice President – New focus on marketing; recreational membership is now referred to as “enhanced” membership. A lot of good things to come.
3. Secretary/Treasurer – Roster of EC members, please ensure contact info is correct; if not, please submit corrections to Olivia Gracia. Will be hearing later from our financial advisors, the audit committee and overall financial health.
4. Zone 1 – Zone All-Star Team based on minimums; only 31 from the Zone shot minimums.
5. Zone 2 – Great Eastern is “no longer”, however, Howie Altman is working on holding a major shoot on the same weekend in Richmond. Remington owns the name “Great Eastern” so whatever shot is held will be under a new name.
6. Zone 3 – With reference to the penny increase it is apparent that there is a lot of miscommunications and is-information. In that regard, we need to make sure that everyone from the Executive Committee is on the same page. My goal is to communicate directly and often with the directors in my Zone.
7. Zone 4 – Zone shoot was in Jacksonville, FL last year for only the second time, partly due to U.S. Open three weeks later in Savannah; had 150 entries. Due to that success, looking at moving it around the Zone, something that hasn’t been done in the past.
8. Zone 5 – Primary season is May-August.
9. Zone 6 – Doing well; targets up slightly. This year’s Zone shoot will be at the Lafayette Skeet Academy. Oklahoma City is going to add fields due to uptick in shooting.
10. Zone 7 – Working to dissolve “Zone X” issue, wherein there isn’t a club with enough fields to hold the Zone shoot in the Pacific NW and they wanted to “secede” from the Zone. Working to support their efforts to build additional fields.
11. Zone 8 – Haven’t started shooting yet in the Northern hemisphere; Southern hemisphere is expanding. Zone 8 shoot “down-under” will be in March.
12. Zone 9 – ASSC pre-registration opens Feb 15<sup>th</sup>, which will be held at Camp Lejeune; expect 120+ entries. Even if you are not eligible to participate, encourage anyone who might be in the area to attend Thursday evening’s banquet. Only have three service directors of five; working to get appointments for the remaining two. Have a goal of resolving differences between AFSA and NSSA bylaws; with assistance from Jim Tiner, plan to present recommendations at the May Executive Committee meeting. Want to look at a new concurrent event recognizing those who have served, but no longer are and didn’t have enough service to retire (i.e., Military Veteran).

13. Executive Director – Provided a “sponsor kit” to the Executive Committee members; renewal rate has been excellent for past sponsors. Have a large turnover in staff last year; though we lost some experienced employees, have added some very talented individuals. Crossfire, Bonus Buck, CLM and NSSF Scholarship programs have been successful and will continue. SCTP National Championships will be in Sparta, IL; working with ATA to get them back; state or national skeet and sporting clays championships must be a member of NSSA/NSCA. Effective this year, vendors on the grounds must have a “5931 Roft Rd.” FFL. **Motion by Jim Gast, 2<sup>nd</sup> by Don Kelly, that all storefront vendors at NSC have a “local” (i.e., 5931 Roft Rd. address specific) FFL; motion passed all in favor.** In 2014, rates for vendor buildings will be increase; there has not been one in 20 years. New rate will only kick-in when their current lease expires (leases are presently year-to-year, three year or five year). RV contracts are five- and ten-year; will only offer five-year contracts going forward. Rates are “per shooting discipline”; i.e., the same RV spot can be leased to three different owners; one for skeet events, one for trap events and one for sporting clays events. One individual can lease spot for all three disciplines and will have three leases. Comment from Tom Pavlack: in 2011 were charged additional fees when came in early for an event, which isn’t an issue, but in 2012 weren’t charged additional fees. Need to be consistent with our fees, and communicate the “rules” to the leasers.

**E. PAST PRESIDENT REPORT** – Jim Gast thanked everyone for all of their help and understanding over the past six years. Agrees with Tom Pavlack’s idea of aggressively pursuing communications with directors. However, be very careful with ANY communications via email. The NSCA is a major part of our organization; encourage everyone to shoot some registered sporting clays shoots to better understand their sport.

**F. BUDGET/FINANCE**

1. Investment Portfolio Review by JGP Wealth Management Group – Very interesting year, but still productive. Portfolio return over the past five years was exactly the same as the S&P 500. Will continue with current investment strategy of total return with a balanced distribution of assets. (Note: Finance Committee meets with JGP no less than four times a year for allocation and investment reviews.) The primary funding for the portfolio comes from life member payments and investment gains. A lot of members don’t understand that these funds are utilized for servicing life members (i.e., the \$40/year that members pay). We perform an actuarial review every five years to determine what portion, if any, can be re-allocated. The last review was 2 years ago to ensure sufficient funds are on hand to service all life members.
2. FY2012 Audited Financial Statements by Padgett Stratemann and Co. – Vicki Martin reported on the audit of the annual financial statements. The audit was conducted under generally accepted standards and procedures to identify any quantitative or qualitative material discrepancies, and received an unqualified opinion, which is the highest rating that can be achieved. There were no significant deficiencies or material weaknesses observed. With reference to the previous year’s recommendation, check stock is locked in a safe along with a detailed log of checks issued. Additionally, full repayment for the consigned inventory (Sporting Arrows and Traps) was received.
3. EOFY2012 Financial Statements – Had another good year. Revenue exceeded expense by \$526,413 compared to \$471,387 in fiscal 2011. This number is as large as it is this year vs. the budget because \$353,907 of that total is being held as restricted funds specifically for TEAM USA and NSCA Marketing. The remainder is mostly due to the better-than-planned-year in number of both NSSA and NSCA targets shot, resulting in collection of more daily fees than assumed in the budget. Had a 20% increase in attendance at the National Sporting Clays, as well as, increased participation at the Master’s. The operation of the NSC as a gun club and the additional corporate events on the grounds, both of which were key elements of the Master Plan, were also factors. As a result, we were able to use some of the funds for capital improvements, and still have an increase in the bottom line. **Motion by Jack Tans, 2<sup>nd</sup> by Gary Matthews, to renew our line of credit of \$250,000 at Frost Bank; motion passed all in favor.** This line of credit is kept active each year to be used only if an emergency funds requirement arises.

**G. NATIONAL SKEET SHOOTING ASSOCIATION –**

1. Membership – Saw an increase in both membership and targets in 2012. In those numbers, we had 1,700 new members, but 1,500 didn't renew, which is in-line with past years. Though our demographics show an aging membership, we are getting more sub-juniors and juniors shooting. One idea is to institute a Junior Membership, and if a Junior or Sub-Junior shoots at least 600 registered targets in a year, then their membership will be free for the next year. **Motion by Ken Keth, 2nd by Andrew Engel, to establish a Junior Membership for \$20/year and, if at least 600 registered targets are shot during the year, then the next year's membership is free; motion passed all in favor.** [Note: Subsequently, a quick analysis showed that a 600-target threshold might be cost prohibitive. **Motion by Bill Burke, 2<sup>nd</sup> by John Bratty, to put the Junior Membership program on hold pending further analysis of the fiscal impact; motion passed all in favor.**] This initiative will be coordinated with NSCA Marketing and Membership. Even though the number of member clubs decreased last year (-8), the number of shoots increased (+167).
2. High Volume Participation – Members receive pins, as well as medallions for the top ten, which can be redundant awards. Will look at overlaps in recognition programs and make recommendations for changes.
3. Crossfire Program – Has been a very successful program in getting members to shoot both disciplines.
4. Bonus Bucks – This program has generated net revenue of over \$63,000. Steve Nuss is a great individual to talk to if you are interested in additional info.
5. Target Statistics – Shooting was up last year for the first time in a long time. There is some concern, since there is no longer a minimum target requirement for All-American team eligibility, that targets shot will again decline.

**H. OLD BUSINESS – Association of the Year.** In the past there was no written criteria; the Executive Director and NSSA Director simply got together and made the award. Recommend implementing criteria for the application and selection and process. **Motion by Bill Burke, 2<sup>nd</sup> by John Haugh, to accept the Association of the Year criteria submitted by Linda Mayes; motion passed all in favor.**

**I. NEW BUSINESS**

1. 2014 U.S. Open – There were three submissions: Northbrook Sports Clubs, IL; St. Joe Valley Conservation Club, IN; and, World Recreational and Sports Complex, IL. **Motion by Gary Matthews, 2<sup>nd</sup> by Tom Pavlack, to award the 2014 U.S. Open to St. Joe Valley Conservation Club; motion passed all in favor.**
2. Complimentary Limited Memberships (CLMs) – Discussed providing CLMs to Youth Camp and Association Instructor participants. **Motion by Don Kelly, 2<sup>nd</sup> by Jim Gast, to include Youth Camp and Association Instructor participants in the CLM program; motion passed all in favor.**
3. Class All American Program – Discussed instituting a 12-shoot maximum for points. Perhaps it might be better to use a weighted system. Need to determine what the objective of the program is, first. THEN, decide if any changes need to be made. *Tom Pavlack and Al Magyar will review the current program and make recommendations to the Executive Committee for the Summer meeting.* Need to balance the objective of promoting shooting with availability of shoots to acquire points.
4. Additional Recognition Programs – Redundancy in programs; new programs, including retention; revise existing programs. *The newly formed Marketing Committee will address.*
5. Disciplinary Actions – Discussed status of two suspended members. Per our Rules, appropriate action will be taken.
6. Ballot Voting Procedures – It is not clear to the Directors exactly what the procedures are; most are under the impression that it only takes a simple majority on any vote. There are three different ways to “legislate” change:
  - a. By a simple majority of a quorum of the Board of Directors present at the annual meeting.
  - b. By “written consent” of the Board of Directors’ when an item to be changed is mailed to the full Board. In this instance, a majority “vote” of ALL the Directors, not just the “ballots” returned, determine the results.
  - c. By action of the Executive Committee.

An amendment to the Bylaws MUST be voted on at the annual or specially held Board of Directors’ meeting, and can only be made by a majority of ALL the Directors, not a majority of the quorum; an

amendment cannot be made by written consent or the Executive Committee. **Motion by Mike Ferchaw, 2<sup>nd</sup> by Don Kelly, to inform our members of a policy change to the release of personal information, allowing the use of their email address by clubs for a specific purpose, such as shoot announcement and confirmations. Motion passed all in favor.**

7. NY State Law – New law requires background checks for ammunition purchases. Is there anything NSSA can do? Our 501(c)(3) status prohibits us from engaging in political activities or lobbying.
8. Membership Enhancement Program – Both organizations are in the process of developing additional membership benefits for both registered and non-registered members.
9. New “Events” – For example, how about Champion of Champions as a *separate* registered 100-target event? What about the International format? *Will ask the Rules Committee to explore.*

## J. NSSA SHOOTS

1. 2013 World Championship
  - a. World Shoot Participation – Attendance was down slightly from 2011 (762 participants versus 788). Moving Doubles back to Monday increased the entries, and the new Champion of Champion format resulted in 100+ more entries. Shooter suggestions included having a 3-day Mini World rotation and additional daytime activities.
  - b. Briley Wand – Rain and technical difficulties limited its use last year. Improvements and testing have been done to preclude a reoccurrence. Will use it again this year, with the same policy as in the past.
  - c. World Shoot Program – Printing and mailing the program is a huge expense; will provide a printed program at the shoot. The full program will be available on-line starting July 1<sup>st</sup>.
  - d. World Shoot Changes – Pre-order on-line for merchandise (shirts/hats); Hall of Fame, Ladies Tour, etc. will also be able to be pre-paid. Drop the Lucky Number shoot-off; do a random number drawing, instead. Extra “events” after 20 and 28 Gauge Main shoot-offs; those are our lighter nights. *World Shoot Advisory Committee will look at some ideas.* Royce and Amber Schwarz will be World Shoot Managers; Linda will manage meetings. Shotgun storage will be opened starting Wednesday. Counters will be on all “rented” fields. Reduce Daily Scoreboards to three issues. Skeet shooters couldn’t participate in the sporting clays event during the Mini World, so will hold the event Saturday after the Main. Why do we need three Chief Referees? Can we reduce it to two? Presently, each one handles one of the banks in the event there is a protest; on average, there are three a day. Is there a less expensive way to do it? Michael Hampton recommends we have a Chief Referee and one Assistant. Need more radios, so can get a mechanic to a field quicker when there is a trap issue. Cell phones work well, too.
2. 2013 Krieghoff Masters – Will be held in Savannah, GA May 2-5, beginning our new three-year agreement with Forest City Gun Club. Chris Cantrell is no longer the manager, and they are looking for new one. Registration will open February 14<sup>th</sup> for returning 4-gun shooters, with open registration starting March 1<sup>st</sup>. Registration forms will be published in the February SSR and posted on-line.
3. 2013 U.S. Open – Will be held in Albuquerque, NM September 5-8. Registration will begin June 1<sup>st</sup>. NSSA is working with High Desert Sportsmen on medals, advertising and promotion of the shoot. They will have at least 10 competition and 2 practice fields and will be able to accommodate 250 shooters. The New Mexico State Skeet Association is sponsoring the Kolar Gun Raffle with 600 tickets at \$50 each.
4. 2013 Blaser Skeet Classic – Have ~150 pre-registered.
5. 2013 Junior World – Will be held at NSC July 26<sup>th</sup>-28<sup>th</sup>.

**K. MARKETING** – Nicki Martin provided an overview of marketing plans for NSSA to increase our membership and improve member benefits. Plans include comprehensive benefits/discount program, attendance at trade shows, first time member promotional gifts, member loyalty incentives and digital advertising. She also presented NSCA’s marketing plan and efforts. **Motion by Bill Burke, 2<sup>nd</sup> by John Bratty, to approve the marketing proposal presented, and proceed with the Membership Promotion at NSSA Clubs (budget NTE \$29,000) and the First Time Member Promotion (budget of \$10/member); motion passed all in favor.** President DeFrancesco appointed the Marketing Committee, consisting of Ken Keth (Chair), Andrew Engel, Jack Tans and Tom Pavlack, with Linda Mayes as HQ POC. The First Time Member Promotional Gift provides two free rounds of skeet with every new membership sold. NSSA will then reimburse the participating club whose targets were shot. Target Talk,

since taken in-house, has been very successful. There has been over a 28% increase in visitors to NSSA/NSCA website.

**L. NSSA HALL OF FAME & MUSEUM**

1. Hall of Fame Committee Report – Would like the Executive Committee consider International shooters for our Hall of Fame. The Committee’s recommendations for this year’s inductees are Paul Giambrone, III and Susan Huszai. The Committee did not have a recommendation for the Ray Boller Award this year. There are a number of deserving individuals, but they have not been nominated. Also, the Past Presidents Committee would like to take over future research and nomination of candidates. **Motion by Jim Gast, 2<sup>nd</sup> by Jack Tans, to extend the nomination period for the Ray Boller Award to March 15<sup>th</sup> and future nominations be handled by the Past Presidents’ Committee; motion passed all in favor. Motion by Jack Tans, 2<sup>nd</sup> by John Haugh, to induct Paul Giambrone, III and Susan Huszai into the Hall of Fame; motion passed all in favor.**
2. Referee Honor Roll – The Committee recommended John Kujawski, NY, William Mock, PA (Posthumously) and A. B. “Scotty” Mitchell (Posthumously) for the 2014 Honorees. **Motion by Bill Burke, 2<sup>nd</sup> by Andrew Engel, to approve the Committee’s recommendations; motion passed all in favor.**
3. Hall of Fame Museum – Initiating a project to digitize all past SSRs to enable on-line searching. Andrew Engel offered that the cost to hire a company to complete the digitizing might be about the same as purchasing the equipment, which would give us the means to digitize future issues or publications.

**M. CLUB ASSISTANCE PROGRAM** – After a review of the applications on file, **motion by Jack Tans, 2<sup>nd</sup> by Chris Naler, to award grants to: Seattle Skeet & Trap Club, WA (\$2,500); Coastal Rifle & Pistol Club, MS (\$2,500); Waihora Clay Target Club, New Zealand (\$3,000); and Hurlburt Field Skeet Club, FL (\$2,000). Motion passed all in favor.**

**N. RULES & CLASSIFICATION** – Full agenda for the Committee’s meeting tomorrow, which will be via phone conference. Two Directors, Doug Repaal and Stephen Meyers, have provided re-writes to the protest procedures section to make it easier to follow and understand. There are no contentious items, but a number of good questions have been raised that need to be addressed.

**O. INSTRUCTOR CERTIFICATION** – For 2012, the NSSA Instructor program had 7 new associate instructors, 40 new Level I instructors, 5 new Level II instructors and 1 new Masters Level instructor.

**P. SKEET SHOOTING REVIEW** – Considering condensing the “Scoreboard” to event CH, RU & 3<sup>rd</sup> and Class 1<sup>st</sup>, with an estimated annual savings of \$5,000 in printing costs. The November issue was 104 pages, 45 of which were the Scoreboard. The full results will still be available on-line. This change would not affect State, Zone, Masters’, U.S. Open and World Shoot results. Will also look at adding different articles beyond “how to shoot high 2”. The Record Annual is very expensive to produce. Is better suited to be an online publication. Will protect members’ info through user registration. A number of Executive Committee members voiced their opinion that they would hate to see the print edition go away; there a lot of times when a computer is not available to get the information they need.

**Q. INFORMATION AND TECHNOLOGY REPORT** – Looking to expand and improve online payment process. Brad Jones, Michael Voto and Chris Thomas are continually updating our hardware and software. Will also be improving Internet connections for vendors.

**R. LONG RANGE PLANNING COMMITTEE** – The decision has been made to not make any enhancements to the rifle and pistol ranges, and to close them permanently. The plan is to dismantle the roof structure, and pursue “best use” of that area. Improvements to Main Clubhouse include the kitchen area and the electrical service to the clubhouse. Our septic tanks are now all permitted and up to code so, we can now proceed with plans for the “Comfort Station” on the middle bank.

- S. NATIONAL SHOOTING COMPLEX** – Again, a full slate of events for 2013, including the ACUI Championships, World English Sporting, Texas SCTP Champions and Junior World, in addition to normally held events. Have 115 days of league and open shooting, 17 fund-raisers, 31 corporate events and eight non-shooting events already scheduled. Facility improvements planned for this year include: renovating the bathrooms in the NSC clubhouse; golf cart storage facility – will be renting spaces; wheelchair access sidewalks to several skeet fields on vendor row; rework sidewalks around the NSC clubhouse on the parking lot side to expand parking and improve traffic flow; reseal a majority of the parking lot and re-stripe; landscape the grassy areas around the NSC clubhouse to low maintenance materials; rework flag pole area – add more flag poles. NSC membership continues to grow...
- T. NATIONAL SPORTING CLAYS ASSOCIATION** – Membership ended 2012 with 25,306 members, up 1,844 from 2011 – a new record; threw over 22 million targets, an increase of over 1 million from 2011, even though the number of clubs and shoots decreased slightly. Largest National Championship ever with 1,758 competitors. This year will be the 25<sup>th</sup> National Championship.

There being no further business to discuss, motion **was made by Chris Naler, 2<sup>nd</sup> by Tom Pavlack, to adjourn; motion passed all in favor.** The Executive Committee was in session from 8:28AM to 7:58PM, with recesses for lunch from 12:10-12:55PM and dinner from 6:00-6:45PM.

Respectfully submitted,

John Haugh, Secretary/Treasurer

Trish Magyar, Assistant Secretary