

NSCA Annual Advisory Council Meeting

January 27-29, 2012

The meeting was called to order at 8:30am on January 27, 2012 by Phil Murray, NSCA Chairman.

Phil welcomed everyone and thanked them for taking time out of their busy schedules to attend the meeting; it is appreciated because we know you have come here at your own expense. Welcome to all new Advisory Council members. Please ask questions and be involved; your participation is vital to our organization.

The Executive Council members have met with NSSA Board of Directors for the past couple of days. We have a full plate with lots of items to cover over the next three days.

We will break at 11:30am in order to hear from the Executive Council nominees. Each person nominated will have 2 minutes to talk about themselves and tell us why they would like to serve on the Executive Council. The Executive Council election will be held right after lunch; following the election we will break into the committee meetings. We ask each committee to elect a Chairman and a Vice Chairman.

Roll call was done by Glynne Moseley

Those present:

Industry

John Bauer – Remington Arms Co. Inc.
Heyward Cunningham – Promatic, Inc.
Jim Greenwood – Greenwood Custom Stocks
Anthony Matarese, Jr – AIM Shooting School
Philip Murray – White Flyer Targets
Andrew Perkins – Show Me Sports Corp.
Zach Snow – NSSF

John Calandro, III – Clay Shooters Supply
Scott Grange – Browning
Betty Kriehoff – Kriehoff International
Mike McAlpine – Clay Target Academy
Mo Parsons – Target Setter
Steve Schultz – Target Line Shooting School
Patrick Thomas – Rio Ammunition

Range Owners/Managers

Daniel Bailey – Cardinal Shooting Center
Sports David Fiedler – Battleborn S. C. and Shooting School
Frieda Lancaster – Claythorne Lodge
Anthony Matarese, Sr. – M&M Sporting Clays
Jason Miller – The Shooting Academy at Nemaocolin
Jim Montgomery – Cajun Elite Shotgun Sports
Daniel Twitchell - Ben Avery Clay Target Center

Joe B Cantey, III – Hermitage Farm Shooting
David Kelley – Dave Kelley's Elk Creek Hunt Club
Richard Lanzilotta – Mid-Hudson Sporting Clays
Tim Miles – Coyote Springs Sporting Clays
Michael Mohr – Seven Springs Sporting Clays
David Rippetoe – Silverleaf Shotgun Sports
Randy Voss – Caribou Gun Club

Shooters

Vance Barnes, TX
Steve Edmondson, PA
Chip Hutchison, GA
Robert Lopor, NJ
Ted Sapoznik, WA

Dr. Paula Benbow, W
John Hackethorn, MT
Todd Kemmerer, OH
Derek Moore, NJ
Brett Seibert, IL

Andy Duffy, M
Don Henderson, FL
Zachary Kienbaum, CA
Mary O Pitts, GA
Louise K Terry, FL

Those absent;

Industry

Thomas Bryant – Cabela's

Range Owners/Managers

Edward Arrighi – American Shooting Centers

Robert Crow, NSCA Director, announced that Ed Arrighi was excused due to a large shoot being held at American Shooting Centers this weekend and Thomas Bryant is excused due to health reasons.

Guests Present were:

John Commerford – Krieghoff International
Sherry Kerr – Outdoor Media Resources
Sam Lancaster – Claythorne Lodge
Judy Morris – Team USA Manager

Robert Crow introduced the NSCA Staff:

Glynne Moseley – NSCA Assistant Director
Lori Hartmann – NSCA Club Administrator
Kim Gracia – Membership Administrator
Sabena Monistere – Data Entry

Robert Crow asked if there were any questions or changes to make to the 2011 National Championship Advisory Council/Delegates Meeting minutes. No comments were made. A motion to approve the 2011 Nationals minutes was made by Derek Moore; Seconded by Dave Fiedler. Motion carried to accept the minutes.

Robert Crow handed out flash drives containing the information in the 2012 Annual Advisory Council Meeting binder to those who wanted one. The format on the flash drive was explained by Robert.

Membership Report by Robert Crow- The total NSCA Membership as of December 31, 2011 was 23,476. Of those, 3,985 are new members, 426 are new life members. These stats go back to 1990; most of you have seen these reports. Any new Advisory Council members, who have questions, please ask questions, we will be happy to explain these to you. Junior membership has increased by 8%. The state of Florida has increased by 13% and Texas has increased by 9%. The state with the biggest increases in membership was South Carolina with an increase of 19% due to their youth program and instructor program. Crossfire members – 861 NSSA members are shooting NSCA events and 713 NSCA members are shooting NSSA events. 2011 End of year review stats were reviewed and the process was explained. A total of 513 members were down classed in the review.

The 2011 end of year review was run as follows:

- a minimum of 300 targets shot during the 2011 shoot year
- have 0 punches earned during the 2010 and 2011 shoot years
- started and ended the last 2 years (2010 & 2011) in the same class

This process reviewed anyone with 0 punches for both years. After the end of year review was done, all those people who were reviewed were moved down one class.

60% of the members that do not renew their membership in 2011 did not shoot registered targets in 2010. If we could get them to shoot they would be more likely to renew their membership.

Target Statistics Report by Robert Crow- 21,040,676 targets were registered in 2011; an 8% increase over 2010 (or 1,550,839). There are 632 clubs in 2011; 47 clubs less than in 2010. 2,494 registered shoots were held, a 4% increase (or 97 shoots) from 2010. There was a decrease of 63% in league targets thrown. This is a direct correlation to not allowing league targets to be counted towards target minimums for the Nationals, US Open, Regional's and State shoots. Small gauge and FITASC events have had an increase in member participation due to those events being added to more major shoots. 33% of the targets registered in 2011 were by Master Class shooters, which make up only 9% of the total membership. Targets registered by shooters in the concurrent categories made up 64% of the total registered targets; an increase of 3% over the 2010 totals. High volume shooters only decreased by 1, in the 7,500-9,999 group.

Club/Shoot Stats by Robert Crow– There were 60 High Volume Clubs that threw 100,000+ registered targets in 2011. These 60 clubs threw 57% of the total 2011 targets. The top ranked shoots will be divided into two categories:

- Mega Blasts – shoots of 300+ entries in the Main Event
- Big Blasts - 200-299 entries in the Main Event

23 tournaments had 200+ entries in 2011 with 16 tournaments having 300+ entries in 2011. By dividing the shoots into Mega Blast and Big Blast categories, we will help the members know how big the events are in order to shoot for points in the different point's races.

71 FITASC events had 50-99 entries. 24 FITASC events had 100-199 entries and 5 FITASC events had 200+ entries in 2011. (Please note that there could be multiple events at the same tournament.)

There were 313 events that had 100-199 entries in 2011. 68 events had 200-299 entries. 27 events had 300+ entries. (Please note that there could be multiple events at the same tournament.)

47 clubs did not renew in 2011. 2 of the clubs that did not renew their membership for 2011 held their state shoots in 2010, and did not throw any other targets for the rest of the year. One of those clubs was Smoky Valley Shooting Sports in Kansas. The other club was Dogwood Hollow Sporting Clays in Tennessee; this club went out of business. 28/47 clubs did not host a registered tournament in 2010. The remaining 19 clubs made up 315,175 registered targets in 2010. A listing of these clubs is included for review.

201 clubs, which makes up 33% of member clubs, did not throw registered targets in 2011. Mo Parsons asked how we can get these clubs to throw targets, do we follow up? Robert Crow said that in 2011 we had Verlee Button call on those clubs to ask why they were not throwing targets. Verlee found that most of these clubs were not renewing because they are only interested in holding corporate events. Bob Lepor commented that we need to help our clubs market better.

National Championship Review / Update by Robert Crow – 2012 entry form is included in your binder. The 2011 Nationals was a record breaker. There were 1626 total entries. There were 968,550 total targets thrown. There were 1438 main event entries, a 9% increase. There were 2 small gauge courses opposed to one in years past which gave us a 25% increase in entries. There was a 22% increase in the FITASC event due to using the new style format.

John Calandro asked what the maximum number of participants for the Main event is. We figure the maximum number able to shoot the Main event is 1,600 shooters.

A Super Sporting event was added in 2011 which drew 771 shooters. We also noted that 33% of the participants at Nationals were in Master Class as opposed to 3% of the participants were in E Class. 29% of the attendees were first time attendees; a total of 411 first time attendees with 121 of them shooting in the Main event.

A Nationals pre-survey was given to each person as they came to registration. We asked if we increased the Nationals to a 400 target Main event would they still attend; 1,107 said yes, with 71 saying no. We need to ask, if we added a day, would they still come to a 400 target shoot.

A post survey was sent out by mail, to all attendees after Nationals. This year the survey was also sent through constant contact. We receive 802 responses, which is a 50% increase over 2010. We would like to thank Sherry Kerr for her assistance with the survey. The #1 response for "what did you like about the shoot" was Targets, organization and Vendor Row. The #1 response to "what did you not like about the shoot" was too congested, concessions and not enough time to shoot the events. Congestion issues will be taken care of by adding a new road. You will be able to drive carts along the inside of the Roft Road fence line to the Old K-Kup area. Scott Grange suggested that we specify that the new road is for carts only or make a cart lane. By adding the new road, we will be able to give more space for each station as well as keep the shooting stations pointing North/South as much as possible. There will also be another new road inside the Gass road fence line from the rifle pistol range to the old FITASC course gate. Vance Barnes suggested we take note of the weather when considering the new road.

Todd Kemmerer asked how the vendors felt regarding the new set up in front of Vendor Row, did it help business. Scott Grange said we haven't figured out how to make everyone happy but NSCA is trying their best to do so. Tim Miles said the products that the vendors offer will make a difference in if the people visit Vendor Row and spend money or not. The Make-A- Breaks and practice 5-stands may be moved to the front of Vendor Row to increase traffic flow. Most vendors liked having the 5-Stand event in front of Vendor Row. Scott Grange said it was hard to keep the people in Vendor Row no matter what you do. It's nice to see NSCA trying new things to keep people on Vendor Row. He suggested we keep the carts off the sidewalk and paved areas of Vendor Row. Maybe we could create a cart path next to the side walk. Robert said that was a good idea and that if it rains, we could easily block the cart path to keep the carts from tearing up the ground.

John Calandro asked do we keep track of the number of practice targets that are shot at Nationals. Yes, we had over 100,000 practice targets shot at the 2011 Nationals. There were significantly more sporting practice targets shot than 5-Stand practice. Sporting practice needs to be in a key location, centrally located, if possible. We also added two stations to the practice course.

Steve Schultz commented that it took too long to shoot FITASC. The competition committee will be asked if we want to go to a two day, 50/50 rotation instead of a one day, 100 target rotation. He also suggested increasing the time permitted to shoot each peg to 15 minutes.

Todd Kemmerer asked if there are any stats on whether we should add a mandatory purse back to the entry fees for Nationals. Todd also asked to look into increasing the number of options offered. Glynne Moseley stated that the mandatory purse was taken out of the entry fee in 2008 at the 20th Anniversary Nationals. That year an every year since, we have had near record breaking number of entries.

US Open Report by Robert Crow- Robert Crow recognized the Matarese family for hosting an excellent US Open. Even with the rain everything ran like clockwork. 2011 was the 20th

Anniversary for the US Open. There were 930 in the Main event with over 400,000 targets registered.

Caribou Gun Club has 485 entries signed up at this time for the 2012 US Open. Randy Voss said they are 99% complete with their preparations and improvements. Sponsorships are coming in. Registration is set up on www.winscoreonline.com.

2013 US Open will be held at Backwoods Quail Club in Georgetown, South Carolina. Registration is not up on their website at this time; however, lodging information is available.

Zone Championship Report by Robert Crow– Most Zone shoots had increases in participation. Zone 6 held at Fossil Pointe had an increase of 66 shooters over 2010. Overall attendance at all seven zones was up 49 shooters.

John Calandro asked how many people shoot Zone Championships and attend Nationals as well. Robert said that information is not available in your binders; however, we will compile that information.

Zone Championships are listed by Class in your binders. Please note the number of E class shooters; E class is the least represented class, across the board.

2012 Regional Championship Report by Robert Crow- Dates for the Regional Championship's are on the NSCA website. There is a new regional map in your binder. The 5 Regions are Northeast, Southeast, North Central, South Central and West.

Todd Kemmerer asked if we could refresh his memory on how the Championship Tour will run. Robert Crow said there are a total of seven events; each of the five Regional Championships, along with the US Open and the Nationals. Each person will accumulate world cup points in the open and concurrent categories in the main event at these seven events. Silver cups will be awarded to 1st, 2nd and 3rd place winners of the Championship Tour on Sunday evening of the National Championship.

John Calandro asked if we expect to raise the number of shooters at the Regional Championships. Tim Miles said, yes. Tim said there needs to be more shooting education and guidance for the membership. NSCA's job is to teach people how to be successful in shooting. Tim also, said that some of the clubs do this; however, we need to help more clubs help their shooters. We will keep the Championship Tour off each other and we want the clubs to market those shoots better than any other registered event.

Steve Scales pointed out that the regions are balanced by population numbers.

Team USA Report by Judy Morris – Thank you for inviting me to speak about Team USA. Judy went over the Team USA handout that was included in the binders and illustrated as a power point presentation. She has found that people don't know what Team USA is. We need to educate the membership by explaining that, to be a member of Team USA is the highest honor awarded to NSCA shooters. There are two teams, Team USA Sporting and Team USA FITASC. The 2012 World English Sporting Clays Championship will be held August 4 & 5 at The Clay Shooting Academy in the Cotswold near Cheltenham, England. The World FITASC Championship will be held August 13-19 at Northbrook Sports Club in Hainesville, Illinois.

Team USA is not just an Open Team. Team USA Sporting and Team USA FITASC are made up of 5 Teams each: Open, Lady, Junior, Veteran and Super Veteran teams.

The mission of Team USA is to represent the USA to the best of our abilities. In the past, our teams did not look or act like Teams. Judy plans on changing that. We try our best to send our very best shooters to the International Championships; however, it is very expensive. Two of

the Juniors this year, declined their positions on the Team, due to money constraints. We made it possible for them to be on the Teams. Our image is important because we will be seen by the eyes of the world at these events.

Over the years Team USA got lost in the shuffle. We need to bring it back to the image that is should be. We need to try to raise sponsorship and money. Some of the Team members are not comfortable selling raffle tickets. To totally fund both Team USA Teams, we need to raise \$180,555. Team USA Sporting will need \$93,320 and Team USA FITASC will need \$48,135. The entry fees alone for both teams are \$7,036. This year we are providing shirts, vests and gun slips, so there is a clothing budget added along with the airfare, bus, ammunition food and hotel budgets. Traditionally the Teams that are on the podium at the end of the shoots exchange small gifts, so there is a budget for gifts as well.

We are getting a 10' X15' tent to set up at all of the selection shoots. Team USA members are to man the tent and promote Team USA. We are setting a reserve of \$30,000 to have money to start with next year. Last year our funding sources were from 3 areas: the donated K-80 from Krieghoff International that was raffled and raised \$30,000, the EZGO Clay Carts (one of the two carts was donated by EZGO) that were raffled and raised \$18,000 and NSCA donated \$7,500. This year we are offering Honorary Team USA Captain positions. Letters were sent to 30 individuals allowing 10 people to participate as honorary a Team Captain. At this time there are 6 people who have become Honorary Team USA Captains. This fundraiser has already raised \$30,000 this year and a total of \$90,000 over the next three years!

Team USA Super School – Anthony Matarese, Jr is a big supporter of the Super School. There are 8 people donating their time to teach at the Super Schools; 4 of them are Team USA members and 4 are not Team members. We hope to raise \$20,000 by holding the Team USA Super School events. Sherry Kerr is helping by advertizing through Target Talk. Theses Super Schools will be yearly on going fund raisers. In 2012 we will hold 2 Super Schools, one at American Shooting Centers in Houston, TX and one at M&M Sporting Clays in Pennsville, NJ.

Tony Monzingo and Jim Milligan will hold a fundraiser for the Junior team at Rock Creek Clays. Richard Lanzilotta will hold a fundraiser as well, for Team USA.

We are offering a Team USA Lewis Class Option at the selection shoots, possibly raising \$5,000 for Team USA. It will be a 50/50 option where half of the money goes to Team USA and the other half goes to the Lewis Class Purse.

Projected income from all 2012 fundraising events is \$127,500. All of the contributions are tax deductible under 501c3 tax code. Make all donation checks payable to Team USA. It is not our intention to raise the full amount of funding in 2012 but we want to make a big start.

Sherry Kerr has updated the Team USA section of the NSCA website. Each Team member will have a bio posted on the website. Judy also compiled a list of articles from Sporting Clays Magazine, along with the Team Members and who won, where they shot, etc., for each year since 1995. This information will be placed on the NSCA website, Team USA page.

Louise Terry suggested that we make a continuous loop tape regarding Team USA and have it on display in the Hall of Fame/Museum.

We are also using Facebook, Twitter and all social networking tools. We need you to help support the ideas we have laid out and help come up with other new ideas. Judy will be here all day to listen to suggestions and questions.

Awards and Recognition Report by Robert Crow- A new award offered this year is the High Volume Competitor award, of which 62 members achieved this award. This award is given to the person who has shot the most registered targets, not counting league targets, monthly

targets or re-entry targets. The Hi Volume Shooter award goes to those who have shot the highest number of any type targets, 71 members achieved this award. The High Volume Club award is given to the top 10 clubs based on the total registered targets at thrown at their club.

The unofficial All American Teams -

- Krieghoff All American Team is made up of people with the highest number of points for all targets shot.

People can only be on 1 team. Example; if a person makes Open and Junior Team he/she has to pick which team they want to be on.

The 2013 procedure for making All-American Team has had a change made to it. In the concurrent category procedures now mirror the Open procedures; there is no minimum number of entries in an event to earn points. Last year the Awards Committee made a change to the small gauge requirement. A shooter now must shoot a minimum of 200 targets in each gauge to be eligible for the All-American Small Gauge Teams.

- New 12 gauge All-American Team
- New 20 gauge All-American Team
- New 28 gauge All-American Team
- New .410 bore All-American Team

Briley is the sponsor for the 20, 28 and .410 All-American small gauge Teams. There is no sponsor for the 12 gauge All-American Team. Some of the small gauges All-American Teams are not full teams due to target totals shot in each gauge. We have samples of all patches and pins available to show to you.

The All Zone Teams will be announced after the All-American Teams. If you made the Krieghoff All-American Team you cannot make the All Zone Team. In 2013 we will have the All Region Team which takes the place of the All Zone Teams.

The All State Teams have not changed. These teams will be announced after the All Zone Teams. If you made the Krieghoff All-American or All State Team you cannot make the All State Teams.

NSSA-NSCA Headquarters Update by Robert Crow- Kay Arrington, Executive Secretary, retired November 30, 2011. Kay was replaced by Sabena Monistere. We are also looking for a new graphic design artist.

IT Department Report - report provided in binder by Ron Ausman, NSSA Zone 5 Director report included in binder.

Sherry Kerr was thanked for her hard work re-building the NSSA/NSCA websites and taking care of the social media items. Sherry will be here all weekend to listen to your questions and ideas.

Long Range Planning Committee Report by Louise Terry- Louise talked about the short term and long term plans the committee has for improving the property. The maintenance barn will be built next to the target storage building. The Service Repair Center was torn down last year to clean up the area behind Vendors Row. The restrooms on Vendor Row are being repaired from damage caused by the drought and the tree roots.

Todd Kemmerer asked what the budget is for improvements. Louise commented that the budget varies from year to year. The new maintenance barn will cost \$300,000 when it is completed, including foundations, electrical upgrades and plumbing.

Scott Grange asked how we're doing with our neighbors. Robert says we have opened the property to other events besides shooting events. We have a good rapport with the church and with Dell Webb. Every year the NSSA/NSCA donates \$1,000 to the church. Anytime they have an event that does not fit on their grounds, we open our gates for them to use as over flow. Local kids use the field below the pavilion for recreational sports. Our open shooting nights are closed by 9:00pm.

National Shooting Complex Report by Robert Crow - Open shooting is offered on Thursdays from 9:00am to 9:00pm and Saturdays from 9:00am to 5:00pm. Two years ago we started open shooting for the general public. NSC was open 110 days in 2011. We have now expanded the use of the Complex. A National Shooting Complex membership has been started; we now have 200 members. The cost includes a membership in NSSA or NSCA. If the person is already a member of NSSA or NSCA the NSC Club membership is \$40 less. Regular membership cost is \$165 per year. Attendance is good and we look for it to increase as the weather gets better in the spring time.

Events held at the National Shooting Complex in 2011:

- 6 - NSSA events
- 4 – NSCA events
- 3 – Trap events
- 4 – Championship events
- 124 – League days
- 20 – Fundraisers
- 1 - Skeet Clinic
- 15 – Corporate events
- 6 – Non shooting events

John Calandro asked if someone was in charge of corporate events. Robert said that Royce Graff is the National Shooting Complex Director, Amber Schwarz is the Assistant Director and Pete Masch is the Facilities Manager. Royce and Amber work together on corporate events.

Louise Terry stated that we added \$49,000 to the annual budget from the open shooting and NSC membership. There is not a big shooter base in San Antonio.

Sherry Kerr said that the new National Shooting Complex website emphasizes marketing the complex. Lynne Green is a photographer that has been taking photos at Nationals and some of the other events. Sherry will post more of the photos that Lynne will be taking for the website. This will help promote the National Shooting Complex as well as NSSA and NSCA.

Hall of Fame by Robert Crow- Robert commented that we are always looking for donations to improve the Hall of Fame/Museum either monetarily or physical donated items. If you know anyone who has items to donate to the NSCA side, please contact us.

Pan American Sporting Clays Championship by Robert Crow – Robert reported that this will be the first year for NSCA to host the Pan American Sporting Clays Championship. It will be held the same week as the World English Sporting Clays Championship, during the even numbered years. We hope to have 300 entries for this first year. The shoot will offer the following events and targets:

- 200 target Main Event
- 100 target NSCA 5-Stand Event
- 100 target FITASC Event
- 100 target Prelim event
- 100 targets in each small gauge events, 20 ga, 28 ga and .410 bore

- 100 target Adios Super Sporting Event

This will give us 900 total targets, offered at the event.

Phil Murray said that the Pan American will consist of 4-6 other countries in Central and South America. These other countries will hold the Pan American every other year on the odd years, while we are holding the World English Sporting Clays Championship.

Registration is available on the NSCA website as well as on winscoreonline.com. We are pushing to raise attendance; please assist by passing on information to the membership and by attending the event yourself. As we announced earlier, the World English Sporting Clays Championship will be held in August in England.

Promotional Programs Report by Robert Crow– Robert reported that the Bonus Bucks Program is a great program that is not utilized as it should be. If a member signs up a new member or gets a member whose membership has been expired for the past three years, that person will receive \$15 in bonus bucks. Bonus bucks can be used for purchasing items at the National Shooting Complex during major events, entry fees, membership renewals, or NSSA-NSCA products.

CLM or Complimentary Limited Membership is also a program that is under used. A CLM is a free membership that starts at the time of sign up to December 31 of the shoot year. A person can use a CLM to start their membership; however the completed CLM form must be turned in by a club and sent in along with a shoot report for a registered NSCA shoot where the CLM member has actually participated. The earlier a CLM is completed and sent in the more magazines the person will receive. The maximum number of magazines the person will receive is 4 or one every quarter. Most clubs don't know about the CLM membership program. We need to advertise more; especially so the clubs will know to give the CLM memberships to non NSCA shooters (Hunter Class Shooters). 30% of CLM members renew their membership with NSCA. CLM members are counted in our membership totals; however, they are not voting members. 70% of CLM members are in D Class, so most of these shooters are not competition shooters.

Scott Grange asked that we break out CLM members in any reports that we provide.

Please look in your binder at the list of benefits that we offer NSCA member clubs and help promote them to the clubs. A lot of the clubs don't know what we offer to them. All of these items are sent to the annually in their club packet.

NSSF/NSSA and NSSF-NSCA Scholarship Program by Robert Crow – Each year a \$5,000 scholarship is awarded to one Junior NSSA and one junior NSCA shooter graduating from High School. Applications and requirements are listed on the NSCA website in April of each year. The information is also mailed to all 17 and 18 year old members of NSCA. The deadline for receiving the information at Headquarters is May 31st of the shoot year.

SCTP Program by Robert Crow – The SCTP Program received a \$1 million donation from Midway USA. Louise Terry and Michal Hampton, Jr. sit on the board of Directors. A new Executive Director will be chosen by the end of January 2012.

Garrison Green Recycling Program by Robert Crow – The National Shooting Complex is a test club for this program. Garrison Green teamed up with White Flyer Targets to promote this program. Participating clubs will receive large bags to collect and store spent shotgun hulls for recycling purposes. Points are given to the clubs based on the amount of hulls collected and turned in for recycling. The points are redeemable for different items that can be used at the gun club such as gun racks, picnic tables, benches, etc. Empty cardboard target boxes can also be recycled. Garrison Green is located in Nashville, TN. They are developing other areas

in the country for drop off locations of the collected recycle materials. Garrison is in the process of developing a sweeper that will pick up wads and broken targets for recycling purposes.

Mo Parsons said they also use White Flyer pallets to pick up the full recycle material bags and those pallets can also be credited.

Tim Miles said clubs also save on dumpster fees by recycling instead of disposing of materials.

SIAI or Sportsman's Insurance Agency Incorporated Program by Robert Crow – SIAI offers gun floater insurance policies for our members at a competitive price of \$300 per year. This price was dropped from \$500 per year in an effort to be competitive with NRA insurance. SIAI Also offers Instructor insurance policies, State Association insurance policies and Manufacturer Wholesale/Retail insurance policies. Heidi Juttner who had worked at SIAI for many years passed away. They are looking for a replacement for Heidi.

Todd Kemmerer asked how many gun were reported stolen at the 2011 Nationals. Robert Crow reported that no guns were reported stolen in 2011 from the National Shooting Complex property. No guns were reported stolen at any other shooting events during the 2011 shoot year at the National Shooting Complex.

Delegates by Robert Crow - New Regional Delegates were elected in 2011, one for each Region. They are in charge of taking bids for their Regional Championship and helping the host club of their Regional Championship. There were 132 Delegates voted in during the 2011 election process. The delegate list is included in the binder and is broken down by region. The 2011 Delegate voting record is included in the binder. A copy of the NSCA Policy on measures decided by ballot is included as well.

An Advisory Council contact list is also in the binder. Please check your information and let Glynne Moseley know if anything needs to be corrected.

You will find a sample ballot for Executive Council elections, in your binder. The Executive Council elections will be held after lunch. Please vote for two people in each category of Shooter, Range Owner and Industry and remember to sign and date your ballot.

State of NSSA by Robert Crow - NSSA ended the year with 15,074 including CLM members. This number is down 45 members since December 31, 2010. There was an increase in Life Members of 192 for a total of 7,355. Target totals are down from 2010 with a decrease of 775,389 for a total of 11,223,663 total targets thrown in 2011. There are a total of 682 NSSA Clubs which threw a total of 1,752 registered targets in 2011 which is a decrease of 12 clubs and 167 shoots in 2011.

NSCA Working Committees by Robert Crow - The working committees are Rules/Governance, Competition, Marketing, Instructor Program, Finance and Awards/Recognition. The committees will break out into their sessions Friday afternoon and Saturday depending on the schedule. If your meeting is not today, you are welcome to sit in on any other committee meeting of your choice. The meetings will start with the current Chairman. You will be asked to elect a new Chairman and Vice Chairman of your committees. The new Chairman will take charge of the meeting from that point on. Approval of the new Chairmen and Vice Chairmen is to be made by the Executive Council. Your committee reports will be copied for all Advisory Council members for Sunday morning with the Chairman of each committee giving their committee report.

Executive Council Elections – Each Executive Council nominee will be given 2 minutes to talk about themselves and why they would like to be a member of the Executive Council. The shooter nominees will go first followed by the range owner nominees and then the industry nominees.

Shooter nominees in order are:

- Don Henderson, FL
- Todd Kemmerer, OH
- Bob Lepor, NJ

Range Owner nominees are:

- Joe Cantey, III - Hermitage Farm Shooting Sports
- David Fiedler – Battleborn Sporting Clays and Shooting School
- Richard Lanzilotta – Mid Hudson Sporting Clays
- Tim Miles - Coyote Springs
- Michael Mohr – Seven Springs

Industry nominees are:

- John Bauer – Remington Arms Co, Inc.
- Phil Murray – White Flyer Targets
- Steve Schultz – Target Line Shooting School

Lunch Break from 12:00PM to 1:00 PM

The meeting resumed at 1:00PM with the first order of business being the Executive Council elections. A list of accomplishments produced by the 2010-2011 Advisory Council and Executive Council was handed out. Ballots were handed out to the Advisory Council. They were asked to vote for 2 nominees in each category. Ballots were collected and counted by Michael Hampton, Jr, Robert Crow and Glynne Moseley. There was a tie in the Shooter category and the Industry Category. Ballots were handed out for the run-off elections. Advisory Council members were asked to vote for one in each category to break the ties. The run off ballots were collected and counted by Michael Hampton, Jr, Robert Crow and Glynne Moseley. The results and new Executive Council Members are listed below:

Shooter Category:

- **Todd Kemmerer**, OH - 31 votes
- **Bob Lepor**, NJ – 21 votes – 24 votes in runoff election
- Don Henderson – 21 votes – 19 votes in runoff election
- Derek Moore – 13 votes

Range Owner Category:

- **David Fiedler** – Battleborn Sporting Clays and Shooting School – 26 votes
- **Tim Miles** - Coyote Springs – 26 votes
- Michael Mohr – Seven Springs Sporting Clays – 17 votes
- Joe Cantey III – Hermitage Farm Shooting Sports – 13 votes
- Richard Lanzilotta – Mid Hudson Sporting Clays – 4 votes

Industry Category:

- **Phil Murray** – White Flyer Targets – 36 votes
- **Steve Schultz** – Target Line Shooting School – 25 votes - 23 votes in the runoff election
- John Bauer – Remington – 25 votes – 20 votes in runoff election

The newly elected Executive Council will now meet in Michael Hampton, Jr's office to choose a Chairman and Vice Chairman.

The newly elected Executive Council returned from their meeting and announced that the Chairman elected was Phil Murray and the Vice Chairman was Tim Miles. Phil Murray stated that the Executive Council made the decision to run with 6 members and not fill the position of Past Chairman.

The Governance/Rules and Competition Committees broke out into their meetings.

Dinner was provided at the Clubhouse at 6pm.

Saturday Morning - Meeting restarted at 9am. The Executive Council had been meeting in Robert Crow's office since around 7:00am re-discussing the issue of the Past Chairman position. About half of the Advisory Council wanted to fill the Past Chairman position and the other half was agreeable with the Executive Council to work with 6 members and not fill the Past Chairman position. The Executive Council made the decision to stay with the decision made on Friday afternoon to work as a 6 member committee.

Financial Report by Steve Scales - Bound financial reports were handed out to all Advisory Council members. Steve said there are plenty of these bound financial reports, in the case that someone wants extra copies. These financial are qualified meaning they are correctly and accurately put together and presented by our auditors.

Liabilities – The Associations have been debt free for several years. This is good bargaining power in the event we have to go to the bank to make a loan. We made \$229,000 from reclaiming lead in 2011. With the money from the lead reclamation we were able to build the new east/west road to help with the Nationals. The club house was renovated as well as upgrading the furniture inside and outside the club house. We also upgraded the entire phone system in the offices; all of this at no additional cost to the associations. We have a revolving line of credit of \$250,000 which we renew every year at a 4% rate. We also take off old assets from the books, if they are not making money for us. We keep those assets and sell them at a later date. Example: old traps or old trailers.

Statement of activities – We had an increase of net assets of \$471,287 net profit; \$300,000 better than we had planned. The extra penny per target that we collected in 2011 generated \$93,806, which we added to our assets. We are holding this money for use by the Marketing Committee. This is not salary money it is actual marketing money. The money raised by Open shooting at the National Shooting Complex was \$50,000 in 2011. Nationals entries increased by 10% therefore raising our assets there by 10%.

Expenses are controllable; we use good cost control methods such as using email and social networking instead of postage whenever we can. Over all expenditures are up but because the income goes up as well, the expenditures are off set.

Instructor revenue is a line item. Instructor courses were down in 2011; we feel that was due to the economy.

We reclaim lead every 5 years. This year we also used a different method than the last time, which was more productive as well as more profitable.

Team USA started the 2011 shoot year with \$4,017 but we brought in \$71,142 in donations and assets of \$54,698 from raffles. We ended the year with \$20,461 after sending the team members their stipend. 2 or 3 years ago Team USA was running as a deficit to the NSCA. Now we are covered by Krieghoff for the next 3 years. Thank you to Dieter and Betty Krieghoff for their generous donations.

Steve was asked the question if we should set ourselves up for endowments. Steve said he doesn't advise using endowments because you have to have \$ 1 million in order to live off the interest. Interest rates are too low, at this time, for an endowment to be effective.

Cash flow is difficult to break out between NSSA and NSCA. It depends on how well an event does.

Bonus Bucks is a very effective program. It helps bring in memberships. The retention rate is better than other programs. We make \$22,000 not counting the additional 1 cent per target marketing fees from registered targets. 98% of the members brought in by bonus bucks are retained through renewals.

A suggestion was made to add a check box on the bonus bucks form, so that the person using the bonus bucks form can check the box and donate their bonus bucks to Team USA or some other item, such as the museum, youth shooting, etc.

Our needs for water have increased. Last year we purchased 9.5 acre feet of water, at a cost of \$5,500 per acre foot. This purchase is an asset. We can sell water to our neighbors if need be.

The Finance Committee and Instructor Program Committee broke out into their meetings. Lunch was served from 12pm-1pm. After lunch, the Marketing and Awards Committees broke out into their meetings until the end of the day.

Sunday Morning – The meeting was resumed at 8:30am. The issue of the Past Chairman was brought up again by Derek Moore. Derek feels the Past Chairman should be a current member of the Advisory Council. Derek also feels we should have a lawyer look at the wording in the rule book or decide as the Advisory Council to change the wording in the rule book. More discussion took place. A show of hands was taken to get a feel for how many Advisory Council Members were still not comfortable with the outcome of the decision on Saturday morning to not adopt a past chairman. The Advisory Council was split pretty evenly 50/50 on the matter. This is an issue for the Rules and Governance Committee to come up with better wording for the rule book concerning the issue of the Past Chairman position. Does the Past Chairman have to be a member of the current Advisory Council or not? Does the Past Chairman position have to be filled or not? Bob Leor will take suggestions from Advisory Council members to help resolve this problem. The problem will be resolved before the next meeting at the US Open. Please email any comments or suggestions to Bob Lepor. The decision was made to have Robert Crow call Joe Kennedy the Past Vice Chairman and ask him if he would accept the position of Past Chairman, since Phil Murray remained as Chairman for a second consecutive term and Bob Lepor, who was the previous Chairman, is already on the Executive Council. If Joe Kennedy did not accept the position, then next person in line to fill the position would be Joe Cantey, two terms ago Vice Chairman. Robert left to call Joe Kennedy. When Robert returned, he announced that Joe Kennedy accepted the position as Past Chairman, even though he is not a current member of the Advisory Council. As Past Chairman, Joe Kennedy will be a part of Executive Council meetings and discussions but only be called upon to break a tie among the Executive Council during a vote on an item.

The Committee Chairmen were asked to give their reports:

Finance Committee Report – by Ted Sapoznik, Chairman

1. The committee nominated Ted Sapoznik as the Chairman and Louise Terry as the Vice-Chairwoman of the committee.
2. The committee agreed to meet at least quarterly for the purpose of conducting its business to ensure that it would accomplish its goals and objectives for 2012. Ted Sapoznik will coordinate any meetings / conference calls to ensure maximum committee member participation.
3. Steve Scales reviewed several documents pertaining to the 2011 financial results of the organization and answered questions from the committee members. There has been good progress in developing specific financial reports for the NSCA.

Several committee members who have been associated with the organization for a long time provided valuable historical information to the committee.

4. The 2012 operating budget for the combined organization (see section K) as well as a 2012 NSCA operating budget were distributed. The committee will review the details of those documents and submit any questions to Steve Scales and the other committee members as needed. The committee requested that the \$0.01 "Marketing Fee" revenue and program expenses be more specifically identified in the NSCA operating budget, as it felt that a more specific notation would be in the best interest of the organization for this high profile program. Steve Scales was assigned to this task.

5. Ted Sapoznik and Louise Terry will work with Robert Crow to prepare a schedule for the 2013 Budget process. This timeline will be sent to the committee for review upon its completion.

6. Many shooters from the Nationals commented on adding pull offs to the new sporting clays road and connecting the new road to Rifle & Pistol and the Dirty Dozen Road. Road work has been approved by the NSSA finance committee and the work is planned to be completed this year.

7. The committee discussed the approval process for the Marketing Funds. The Marketing Committee will be asked to prepare a list of 2012 marketing expenditures. Any proposed expenditure will be voted on by the Marketing Committee. If approved, the Marketing Committee will then submit the approved request to the Executive Council for their approval. If the expenditure is under \$5,000, the Executive Council will have the authority to approve the expense. If the expense is greater than \$5,000, the Executive Council will request approval from the NSSA-NSCA Finance Committee before any spending is initiated.

8. The primary goal of the finance committee, for 2012, is to enhance the transparency of the NSCA's financial information to our members by creating appropriately formatted reports and documents that allow the finance committee to effectively execute its responsibilities and also allows the NSCA to effectively communicate its financial information to its members.

A subcommittee was formed for the purpose of developing proposals for various reports and documents which would then be reviewed by the finance committee and submitted to the Advisory Council and then the Executive Council for their approval.

Ted Sapoznik, Louise Terry, John Calandro and Bob Lepor volunteered to work on this subcommittee and will report back to the finance committee on their progress no later than the committee's first quarterly meeting.

Zach Snow asked why the NSSA Finance Committee has to approve anything the NSCA Finance Committee decides to do. Louise Terry said the NSSA Finance Committee is made up of Skeet Board Members and Sporting Clay Executive Council members. So Sporting Clays does have a say in the approval process.

Instructor Committee Repot – by Andy Duffy, Chairman

The NSCA Instructor Program does 2 things besides training instructors, it helps grow the membership and it creates disposable income for NSCA.

The mission of the instructor program is to teach people to be safe and have fun.

Scott Grange asked if there is a form stating the new instructors are not employed by NSCA. The decision was made to consult legal council.

John Bauer nominated Andy Duffy as Chairman of the committee and Andy Duffy nominated John Bauer as Vice Chairman; Dave Fiedler Seconded the motion; the motion carried.

The committee reviewed the 2011 instructor certification courses and the number of students, 2011 stats and 2012 instructor course schedule. The numbers are down compared to 2010. The committee feels the economy has a lot to do with the decline in numbers of studies.

Gary Greenway, Chief Instructor, gave his report.

John Bauer made a motion to bar anyone with any type of felony in their background, from becoming a certified NSCA instructor. Vance Barnes seconded the motion and the motion carried. Wording to be something to the effect: No candidates with a felony record will be accepted into the NSCA instructor program. My signature indicates that I understand all of the procedures and rules above and I am qualified to participate in the program. The wording will be added to the registration form. The instructor student will be asked to sign and date the statement on the form. We will have a lawyer look at the wording and edit it as needed.

Dave Fiedler suggested that we make the Level I criteria a little tougher than it presently is. After discussion, John Bauer made a motion to install a one time minimum 500 registered targets, shot by an individual a part of the criteria, prior to becoming a Level II or Level III instructor, starting from June 1, 2012. (They do not need to maintain 500 registered targets shot per year).

Committee goals are:

- Better Marketing of the program.
- Produce a more skilled instructor force specifically in the Level I area
- Possibly rename the instructor levels, example: Ambassador, Level I, Level II

Report completed.

Andy also commented that the program has flaws; most of the Level I instructors that are certified only take the course to learn how to shoot better. Some of them don't really even know how to shoot. They come to the courses and have to learn how to shoot as well as learn how to teach. Andy did point out that the program did make money for the associations. Michael Mohr suggested that the members of the committee, who have not gone through the instructor program, should go through the program before they criticize it too harshly. Jon Calandro said that the main thing the Level I course teaches is SAFETY. We want people to teach and stress safety first.

Steve Scales suggested that clubs get liability insurance as well as requiring any instructors to carry liability insurance before the instructors are allowed to give lessons at a gun club.

Awards Committee Report - by Todd Kemmerer, Chairman:

1. A motion was made by Dave Fiedler nominating Todd Kemmerer as Chairman and Steve Schultz as Vice Chairman. The motion was seconded by John Hackethorn; the motion carried.
2. Discussion on Team USA fundraising where Judy Morris gave us more insight. John Hackethorn made the motion to raise NSCA funding from \$7,500 per year to \$10,000 per year. Derek Moore seconded the motion; the motion carried.

3. There was discussion about bringing back the International Committee as its own separate committee or at the least a sub committee of the Awards Committee.

No Action Taken

4. Discuss the 5-Stand event at Nationals. All-American Concurrent points are given away at both events (M-AA and A-E). Should we only award All-American points on the M-AA layout? If so, we would need to allow an A class Lady to shoot the A-E layout and the M-AA-All-American layout if she so chooses. We can still give awards to Concurrent's in both events, just not All-American points.

All American points will not be awarded to the A-E 5-Stand event. All shooters shooting as a concurrent entry must shoot the same layout. They can shoot class and concurrent if they want to but they MUST shoot the concurrent course if they want to earn All American points.

5. Review 2012 Hall of Fame Inductees.

Hal du Pont Inductee Nominations: Vote for 1

- Allen Coleman
- Glen Lubeznik

Shooter Inductee Nominations:

Vote for no more than 3

- Vance Barnes
- Wendell Cherry
- Boo Dykes
- Mark Kiddie
- Ray Tipton
- W Ray Newman
- Johnny Meitzen

Hill Adams Inductee Nominations:

- None Available

Bios are to be sent to committee no later than February 3, 2012. Votes are to be sent to Todd Kemmerer no later than 7:00pm, e. s. t., February 10, 2012.

It was requested that last 2011 Hall of Fame voting record be sent to the committee.

In order to help get more nominations from the membership, a suggestion was made to place the 2013 nomination form and criteria on the website in a prominent place as well as highlight the nomination process on the NSCA blog site and in "Target Talk".

6. Review the Budget and Awards for the 2012 Regional Championships and Championship Tour.

NSCA Championship Tour Cherry Wood plaque with alder border for
\$500 Concurrent's to be displayed in Hall of Fame

New plates made for Mark Kiddie All-American trophy that is in the Hall of
\$100 Fame to be turned into the Championship Tour Open Category trophy

Silver Cup style Awards - 1st - 3rd in the Open Category and all six
\$7,000 Concurrent Categories to be given out at Nationals

\$20 NSCA medal for 1st-3rd in Open and all Concurrent's for the
\$420 Championship Tour titles to be given out at Nationals

\$15 NSCA medal for 1st-3rd at each Regional Championship for HOA, RU,
\$3,150 3rd, M-E class and all Concurrent's totaling 42 per event

\$250 Shipping of medals to each Regional

Regional Pins program is continuing as well.

\$6,250 Tour Promotional Items

\$1,250 5000 Stickers

\$2,500 500 Hats

\$2,500 500 T-Shirts

\$17,670 Grand Total

Awards budget was reviewed with no changes made.

7. Committee would like to continue pursuing ways to raise funds for Team USA.

New Business:

- It was suggested by the committee, to change the name of the Regional Championships to: NSCA Regional Tour Championship.
- There is an All American Championship trophy in the museum. We would like to turn that trophy into a NSCA Regional Tour Championship trophy. Tour Champions do not have to be from the Regions where the Championships are being held. A separate award will be given as Regional Team Awards where the team members must be from the regions where the regional championships are held.
- Some of the things Judy Morris has done as Team USA Manager are:
She has arranged for group airfare to cut travel costs. Judy has arranged for group hotel rates which include breakfast. Judy has arranged for a team bus, instead of individual rental cars, which will cut costs.
- It was approved by the committee to allow Judy to coordinate with Robert Crow, through an account on behalf of Team USA, held at Headquarters. Approval was given by the committee to make Judy the "gatekeeper" of the funding. She will have the ability with the approval by Robert Crow, to pay any deposits. Michael does not want Judy to pay for any of these items out of her pocket. Steve Schultz is the Advisory Council liaison between Judy and the Advisory Council.
- The EZ-Go raffle will be held same as last year, through Ohio Sporting Clays Association due to Texas Law which states 501c3 organizations can only hold one raffle at a time and no more than two raffles in a given year.
- John Hackethorn made a motion to accept existing language that one of the FITASC qualifiers for Team USA be a score from the US Open or 2012 NSCA Nationals. Steve Schultz seconded the motion; the motion carried unanimously.
- John Hackethorn made the motion to change the FITASC portion of required 2013 selection shoots to read as follows: There is no minimum number of selection shoots a member must enter to qualify for Team USA. Points are awarded only for FITASC main

event at designated selection shoots. Team USA selection is based on World Cup points earned at a shooter's top four selection shoots, one of which *MUST* be a World Cup (200 bird) FITASC event held in the United States, regardless of how many he/she has entered. Bob Lepor seconded the motion; the motion carried unanimously.

Competition Committee Report – by Steve Schultz, Chairman

1. The committee elected Steve Schultz as the Chairman and Paula Benbow and John Calandro as the Vice Chairman's.
2. The committee has agreed to keep Scott Williams as Chief FITASC Referee. This was approved by the Advisory Council.
3. The committee has agreed to keep Mo Parsons as NSCA Chief Referee.
4. Additional language (in bold italics) was added to section 15 of the US Open criteria. "Any changes from the US Open shoot criteria or original bid from the host club must be approved by the Advisory Council ***through the Competition Committee.***" No other changes were made to the US Open Criteria. The added wording was approved by the Advisory Council.
5. National Championship - Will check into the feasibility of Calcium Chloride for dust control. Altering of the layout was approved based on approval of the new roads of the NSSA-NSCA Finance Committee. Pro Challenge was dropped from program. This was approved by the Advisory Council; hopefully to be revived at a later date. FITASC will go to 100 targets on Tuesday or Wednesday and 50/50 on Thursday/Friday and 50/50 on Saturday/Sunday based on 15 minute intervals and only three squads instead of four.
6. Options were added to the National Championship. Options are:
 - WTA (Winner Take All) \$500.00
 - Master 1st- 10th (split 25/18/15/10/8/6/6/5/4/3%) (HOA RU and 3rd overall not included) \$150.00
 - HOA in all side events \$50.00 (split 50/30/20 %)
 - HOA in small gauge events are \$20.00 all other HOA options (split 50/30/20%)
 - All ties will be split. The option subcommittee is made up of Zach Kienbaum, Anthony Matarese, Jr and Brett Seibert.
7. Dates for the 2013 Regional Championship
 - Western Regional Championship-Coyote Spring Sporting Clays-April 10-14
 - Southeast Regional Championship-Rocky Creek Sporting Clays-June 6-9
 - North Central Regional Championship-Minnesota Horse and Hunt-July 18-21
 - Northeast Regional Championship-Hopkins Game Farm-September 5-8
 - South Central Regional Championship-Cajun Elite Shooting Club-October 2-6
8. Recommendation to drop the Pro Challenge from the Championship Tour until it can be revived at a later date.
9. The Competition Committee has set a goal to continue to improve the quality of our National Championship and Regional Championship events.

David Rippetoe will continue to be the Nationals Chairman in 2012. This was approved by the Advisory Council. Nationals will be opened up on Tuesday and Wednesday for one rotation, shooting 2 courses per day (150 targets each day). All participants are eligible for all awards in the Main Event. This will allow the Industry shooters to shoot before the crowds arrive. We will also maximize the attendance for the Main Event which could reach 2,000 shooters. If capacity

keeps rising we will add more rotations to Tuesday and Wednesday. We can also allow Juniors to shoot for Class and Concurrent on their 2 day rotation of Saturday and Sunday.

Anthony Matarese, Jr. asked why the World English Sporting Clays Championship is not a traveling event. Michael Hampton, Jr said that we don't know if CPSA will continue to support the event.

Rules and Governance Committee Report – Rules Report by Dave Fiedler and Governance Report by Bob Lepor:

1. Motion by Derek Moore: Nominate Bob Lepor as Chairman and Dave Fiedler as Vice Chairman of Rules & Governance Committee; Seconded by Chip Hutchison; Motion carried.

2. Should the NPA Classification System be removed from further consideration? Motion by Chip Hutchison: Remove NPA Class system as an alternative for the NSCA Punch System; Seconded by Derek Moore; Motion carried.

3. What is the organization's desired purpose or objective of its current classification system?

Motion made by Dave Fiedler: The desired purpose and objective of the current punch system is shooters classification and advancement with maximum consideration being given to shooter retention, especially when considering future rule changes to the system; Seconded by Mary Pitts; Motion carried unanimously.

4. Should we canvas the membership and make recommendations to modify the existing punch system over the next 6 months such that it will reflect the desires of the majority of the membership and National Delegates? We could vote on proposed changes at the US Open.

Motion by Mary Pitts: NO... Canvas the membership and make recommendations to improve the punch system over the next 6 months as well as review suggestions from NSCA. Have something to go in effect by January 1, 2013; Seconded by Dave Fiedler; Motion carried.

5. Members have expressed an interest to re-write the Rule Book to make it less complicated and easier to understand.

Motion by Dave Fiedler: Do not do this; Seconded by Louise Terry; Motion carried, No action taken. The point was made that the rules were voted on by the Delegates and we can not simply re-write the rule book.

6. Clearly state in the Rule Book if coaching is allowed or not allowed in a tournament. Motion by Ted Sapoznik: No action taken; seconded by Bob Lepor; Motion carried, no action taken.

7. Have rules for Super Sporting; view pairs, choke changing, etc...

Motion by Heyward Cunningham: Use Sporting Clay rules, with at least 3 traps minimum and only view single targets; Seconded by Anthony Matarese, Jr; Motion carried. Derek Moore made the motion that this item be sent to the Delegates for vote; Paula Benbow seconded the motion. The motion carried. Send this item to the delegates for vote.

8. Amend the rule where a shooter that moves up in class can not be down classed for a period of 2 Years? Change back to one year.

See # 4 above.

9. Should small gauges and FITASC have their own classes?

Motion by Mary Pitts: Don't give small gauge separate classes; Seconded by Anthony Matarese, Jr; Motion carried.

10. Punches for 50 target events should be worth half. Big Blasts (200+) and Mega Blasts (300+) Tournaments should have a multiplier on 1st, 2nd, and 3rd place punches.

See #4 above.

11. Suggestion to do away with E Class. There's few in it anyway and it's become almost a penalty class and seems to carry a stigma for some people. Start all shooters in D class.

Motion by Chip Hutchison; Do not do anything with E Class; however, start all new shooters in E Class instead of D Class; Seconded by Andy Duffy; Motion carried.

Derek Moore made a motion to send this item to the Delegates for vote; Steve Edmondson seconded the motion. The motion carried. This item will go to the Delegates for vote.

12. Create an optional Elite Class for certain larger shoots. Dave Fiedler to discuss further.

Motion made by Andy Duffy: No action; Seconded by Bob Lepor, Motion carried.

13. Include an advisory statement in the Rule Book on course etiquette. Include golf carts, gun handling, squads giving other squads common courtesy while shooting, etc....

No Action; Club issue

14. Change the name of Master to AAA. Bestow the title of Master on anyone that reaches AAA. Give AAA shooters an annual hash mark. Make a Master a concurrent so nobody could ever take it away. Result – A one time AAA shooter who now shoots in B could still claim to friends that he is a Sporting Clays Master Shooter. Or a shooter who shot competitively in AAA for 5 years could claim he is a 5 time Sporting Clays Master; Dave Fiedler to discuss further.

No Action

15. Election Process – Should Headquarters release names on a Nomination List prior to nomination deadlines? Should Headquarters release vote totals during an election?

No Action.

16. Show Birds – Should they be limited to a Max 2 Pair or other clarification?

No Action; stay the way it is.

17. Classification of New Members that have shot registered targets with other clay target associations other than a Sporting Clays Association. (pg 15 of 2012 Rule Book, III-A-1-b-2) Are we discouraging shooters to shoot NSCA targets by placing them in an unrealistic class? Most AAA Skeet shooters are not competitive AA Sporting Clays Shooters.

Motion by Louise Terry; Rule III-A-1-b-2, page 15, add after first sentence: After 300 targets have been shot, the shooter can request a class review for down classing purposes; Seconded by Mary Pitts; Motion carried.

Derek Moore made a motion to send this item to the Delegates for vote; Louise Terry Seconded the motion. The motion carried. This item will be sent to the delegates for vote.

18. Review NSCA Policy on measures decided by ballot.

Motion by Louise Terry: Part #1; Rescind current NSCA policies on measures decided by ballots. A) Propose; the only publicly disclosed ballots will be those of Rules and Governance changes made by the National Delegates. Seconded by Derek Moore; John Calandro was opposed, Motion carried. Below is the fully updated policy.

NSCA Policy on measures decided by ballot

Updated and approved by the NSCA Advisory Council 1-29-12

The following ballots will not be publicly disclosed unless someone makes a motion for a roll call ballot which passes.

- National Delegate votes for Regional Delegate election
- National Delegate votes for Advisory Council election
- Advisory Council votes for Executive Council election
- Advisory Council votes for US Open ballot or any other Major Shoot that is voted on.
- National Delegate votes for Regional Championship ballot
-

The following ballots will be publicly disclosed.

- National Delegate Rules Change Ballot

The following votes will only be recorded as tallies unless someone makes a motion for a roll call ballot which passes.

- Member votes for National Delegate election
- National Delegate votes for Regional Delegate election
- National Delegate votes for Advisory Council election
- Advisory Council votes for Executive Council election
- Advisory Council votes for US Open ballot or any other Major Shoot that is voted on
- National Delegate votes for Regional Championship ballot
- Advisory Council votes in Advisory Council Meetings
- Executive Council votes in Executive Council Meetings
- Executive Council vote for Executive Council Chairman and Vice Chairman
- All American Team votes to shoot together at Nationals or other major shoots
- Team USA Team votes to shoot together at World Championships or other major shoots

**All other voting matters not included above will be decided on how they will be disclosed prior to the vote.

Motion by Don Henderson, Part #2; Propose; Executive Council meeting must be documented in minutes which are recorded and published to the Advisory Council and Delegates. This includes any votes taken while in the Executive Council Meeting; Seconded by Louise Terry; Motion carried.

19. Clarify in the Rule Book that NSSA Crossfire Members have the option to shoot in Hunter Class (if offered) at a shoot instead of using their NSCA Crossfire number. Once a Crossfire Member shoots registered targets they must continue shooting registered. (No bouncing back and forth from Hunter to NSCA).

No action.

20. Discuss the American Sport Shooting Coalition Membership needed to shoot the Delta Challenge shoots which are NSCA Sanctioned Events. Our current rules state that all NSCA members should be eligible to shoot at an open NSCA shoot.

No action.

21. Should we revisit allowing League and Monthly Targets to count towards Shoot Minimums?

No action.

22. Should we look at counting the previous year's targets to count towards minimums for shoots? i.e. the South Central Regional is March 30-April 1

Motion by David Fiedler; Ask IT department if we can look back 1 quarter for target total for early State and Region Shoots; Seconded by Mike Mohr; Motion carried.

Derek Moore made a motion to send this item to the Delegate for vote; Andy Duffy Seconded the motion. The motion carried. This item will be sent to the Delegates for vote.

Marketing Committee Report – by Mary Pitts, Chairman

1. Co Chairs: Mary Pitts and Phil Murray, Vice Chair: John Bauer
2. Mission of Marketing Committee: Marketing for growth of membership and public relations for retention of membership.
3. Grassroots effort to develop a plan to facilitate local clubs to use Groupon/Social Living to increase exposure to the general non-shooting public.
4. NSSF has grants available to clubs for marketing purposes. Make certain clubs are aware of these grants and how to apply. Zach Snow has information.
5. Pilot Program for Groupon: negotiate standard terms with Groupon, and choose 10 to 12 clubs to participate. NSCA/Marketing Committee will make available "goodie" bags to provide coupon buyers which will include ear protections, and other items with a tie in to NSCA. Develop pilot program within the next 60 days. Objective of program is to make certain coupon buyers have an enjoyable experience, return as full paying customers, begin purchasing shooting accessories, enjoy the sport and develop into a pool of potential NSCA members. The Groupon initiative sub-committee consists of Mary Pitts, Anthony Matarese Jr., John Commerford and to be assisted by Robert Crow.
6. Need to coordinate instructor programs so NSCA instructors are available as needed by clubs participating in Groupon.
7. Hire a marketing coordinator to market activity to clubs and in other appropriate venues. Job description to be posted by February 1. (Salary already in budget; position will not be funded from marketing funds).
8. Discussion of recreational members. We need to develop a pool of shooters to grow into competitive shooters. Assuming success of Groupon program, the participants will need shooting opportunities prior to being ready for registered tournaments.
9. Form joint committee with NSSA to develop a study within 90 days. Committee to be comprised of three members from each organization. The committee members for NSCA are: Anthony Matarese, Jr., Zach Snow, and Mary Pitts.

Mary also stated that the Marketing Committee expects to bring in 15-20 thousand new members.

The committee wants to purchase a trade display so we can send the marketing person that is hired, to trade shows to promote the associations. Patrick Thomas will get quotes for the cost of displays. We have set a budget of \$20,000 to pay for the display and to pay for space at the trade shows. An outline of the shows to be attended along with the cost for space at the shows and travel expenses will be sent to the Advisory Council for approval. Someone from NSCA (Marketing person) as well as someone local to the area will man the booth. We will have handouts and other materials to help promote.

In the next 60 days we will target 10-20 clubs to try the Groupon marketing promotion. Grants are also available for marketing through NSSF. We can use Groupon or Social Living. Anthony Matarese explained to the Advisory Council how Groupon works and the success they had at M&M when they tried a Groupon marketing promotion.

Robert Crow asked if there was any old business to discuss. There was none.

Robert Crow asked if there was any new business to discuss. There was none.

A motion was made by Paula Benbow to adjourn the meeting; Jimmy Montgomery seconded the motion. The motion carried.

The meeting adjourned at 11:39, Sunday, January 29, 2012.