

2012 NSCA Nationals Meeting Minutes Wednesday, October 24, 2012 – National Shooting Complex

The meeting was called to order by Robert Crow at 6:30 PM on Wednesday, October 24, 2012. Robert reminded all Delegates and Advisory Council members to be sure to see Glynne Moseley to pick up a binder, their name tags and for the Advisory Council members to pick up their US Open ballots as well. Robert welcomed and thanked everyone for attending the meeting and the 2012 National Championship. We have a wonderful attendance and a wonderful attendance this evening for the meeting. Thank you for taking time this evening to be here. It has been a very successful year for the NSCA and there are a lot of exciting things ahead of us. At this time I would like to welcome all of the NSCA Delegates, if all of you would please stand up and be recognized. Each of you plays an important role in our organization and our sport and we thank you for your efforts.

Please follow along in your binders for the roll call.

Those present:

Industry

Thomas Bryant – Cabela's
Heyward Cunningham – Promatic, Inc.
Betty Krieghoff – Krieghoff International
Mike McAlpine – Clay Target Academy
Mo Parson – Target Setter
Steve Schultz – Target Line Shooting School
Patrick Thomas – Rio Ammunition, Inc.

John Calandro, III – Clay Shooters Supply
Jim Greenwood – Greenwood Custom Stocks
Anthony Matarese, Jr – AIM Shooting School
Phil Murray – White Flyer Targets
Andrew Perkins – Show Me Sports Corp.
Zach Snow – NSSF

Range Owners/Managers

Ed Arrighi – American Shooting Centers
David Fiedler – Battleborn S/C & Shooting School
Frieda Lancaster – Claythorne Lodge
Anthony Matarese, Sr – M & M Sporting Clays
Jason Miller – The Shooting Academy
Jim Montgomery – Cajun Elite Shooting Club
Dan Twitchell – Ben Avery Clay Target Center

Daniel Bailey – Cardinal Shooting Center
David Kelley – Dave Kelley's Elk Creek Hunt Club
Richard Lanzilotta – Mid Hudson Sporting Clays
Tim Miles – Coyote Springs Sporting
Michael Mohr – Seven Springs Mountain Resort
David Rippetoe – Silverleaf Shotgun Sports
Randy Voss – Caribou Gun Club

Shooters

Vance Barnes – Hondo, TX
Andy Duffy – Polson, MT
John Hackethorn – Polson, MT
Chip Hutchison – Lakemont, GA
Zachary Kienbaum – Huntington Beach, CA
Derek Moore – Chester, NJ
Ted Sapoznik – Vancouver, WA
Louise K Terry – Vero Beach, FL

Dr. Paula Benbow – Sobieski, WI
Steve Edmondson – Philadelphia, PA
Don Henderson – Marco Island, FL
Todd Kemmerer – Columbus, OH
Robert Lepor – Cape May, NJ
Mary O Pitts – Smyrna, GA
Brett Seibert – Lake Forest, IL

Those absent;

Industry

John Bauer – Remington Arms Co., Inc

Scott Grange – Browning

Range Owners/Managers

Joe B Cantey III – Hermitage Farms Shooting Sports

Guests Present were:

Jim Gast – NSSA President

Bobby De Francesco – NSSA Vice President

Josh Haygood – Bandito Films

Judy Morris – Team USA Manager

Sherry Kerr – Outdoor Media Resources

Staff present:

Robert Crow – NSCA Director

Sabena Monistere – NSCA/NSSA Office Manager

Steve Scales – Finance Director

Michael Hampton, Jr. – NSSA-NSCA Executive Director

Glynne Moseley – NSCA Assistant Director

Michael Voto – IT Department

Nicki Martin – NSCA/NSSA Marketing Coordinator

Robert Crow – Introduced Bobby De Francesco, current NSSA Vice President and incoming NSSA President for a few words. Bobby said that he has been shooting Skeet since 1982 and shooting sporting clays since 8:00 this morning. He had a very good time, he's extremely impressed with the size of the shoot and the logistics, the way the staff and everyone works together on this. It sums up the way that he hopes everything will go for the next two years. I think we have a great group of guys that have a target in mind and will try and get there the best way we know how. Have a great event. Thank you.

Robert Crow – Thank you Bobby. In section one of your binder you can find a map of the regional Delegates. There is an update in the back; Bruce Boyd moved from New Jersey to Maryland. He is staying in the same region, so he remains the Regional Delegate. His new contact information has been updated. There is also voting records of the Delegates from this year. Those on the Advisory Council, you had this in the US Open binder; we have included it again in this binder. You will note that Scott Grange and Joe Cantey sent emails regarding why they are not present for this meeting.

Section two of the binder contains the minutes of the 2012 US Open Advisory Council Meeting, which was held Friday, July 20 at Caribou Gun Club. The minutes were sent to you a couple of weeks ago prior to this meeting, so you could read them and check for errors. There were no changes sent to me. At this time I would like to have a motion to accept the minutes of the 2012 US Open meeting. John Hackethorn made the motion and John Calandro seconded the motion. The motion carried.

Section three of the binder. The first sheet reviews the NSCA membership stats. As of October 15, 2012 we had 24,326 members. This is an increase of 1,579, since this time last year or a 7% increase. When you pull out the Complimentary Limited Members, we have 22,032 which is still a 5% increase. From a new member stand point, we have 4,197 new members since this time last year, which is double from what we have had in the past. We're getting out there and bringing in new members to the association. Our Life Members have increased by 457 since this time last year, for a total of 6,202.

The next sheet reviews targets stats. As of October 15, 2012, targets have increased to 18,830,000, which is an increase of 1.4 million since this time last year or an 8% increase. We had the World FITASC Championship this year where a total of 348,000 targets were registered. So, even with the World FITASC targets numbers excluded, we had an increase of registered targets in 2012.

The next sheet reviews our club stats. Our club numbers are slightly down by 13 from last year at this time for a decrease of 2%. Registered shoots are down as well with a total of 72 less shoots since this time last year for a decrease of 4%. So, we do have a few things to work on in the future. We need to get out there and bring in more clubs and more shoots.

The next sheet is the 2013 membership renewal notice. You'll notice, in the middle of that page, Headquarters has set up 5 different prizes to be given away to all members who have renewed by December 1, 2012. December 1 is the crucial date for people to renew by, so they do not have any interruptions in their Sporting Clays Magazine deliveries. The prizes are:

- Grand Prize - Beretta Xtrema 2 12 ga. 28" Max 4HD
- 2nd - Entry to the 2013 National Championship Main Event
- 3rd - Entry to the 2013 World English Sporting Clays Championship Main Event
- 4th - Six year NSCA Membership
- 5th - Browning Shooters Package

We are hoping a lot of members will take advantage of the membership drive. I can tell that the finance department has been working diligently this past week with renewals coming in.

At this time, I would like to ask Louise Terry to give the NSSA/NSCA Finance Committee Report.

Louise Terry – I'm going to summarize the information that was presented in the NSSA annual Directors Meeting a couple of weeks ago at the World Skeet Championship. Two things that I would like to bring to mention. Number one; as you are driving around the grounds, please take notice of the new maintenance building. We have a brand new facility that we have needed desperately for the past few years, since we tore down the old building and added to the parking lot. The operative thing to realize is that in order to do that we went to the bank and took out a \$370,000, 5-year loan to help pay for it. We got very favorable interest rate and we are already paying down on the principle. Steve Scales did a great job negotiating with Frost Bank for us. He's got good connections there that he has developed. So, when you see that new building, be aware of that.

Number two; our life member portfolio is still in very good shape. It's been an up and down year as we all know. I've told you before that we have a very conservative investment policy statement because we are investing and trying to protect the association and our members. It's not like we're investing in our own private investment portfolio. We are getting 7-8% return on our investments year to date, so in this market and with what is going on and knowing how conservatively we have invested I think that is very good. We're in very good shape. We have a budget in place for 2013, which is balanced and all in all things are moving along and we're in good shape.

Steve Scales, NSSA/NSCA Finance Director – All in all, we did a lot of things operationally, this year. I'd like to go over the highlights; Robert and Louise have already covered some of them. As of the first three months of the year, we were \$441,000 better than planned in our conservative budget. That includes though, the amount of money raised by the 1 cent target fee increase that will go towards the marketing program. By the end of this year, we will have raised over \$300,000 for that program. There is a detailed marketing plan that will be established next year. In our budget, going forward next year, we'll see how that money came in for the first year and half of the program and how that money has been spent and how

it will be spent next year as the program gets implemented. The other areas where we have done very well are in the NSC activities held here. We have been able to increase corporate and charitable activities on the property. This helps alleviate the overhead of the property, which benefits both organizations as well as the NSC to a position of profitability of their own. As they move forward, they will be able to use that money to do things that help all of us. Some of those profits were used this year to build the new bleachers in the stadium. Those were installed earlier this year. In addition, we've done renovation to the restrooms on vendor's row, which I hope everyone can appreciate. I know the renovation was badly needed. We were also able to paint the vendor row building, the ammunition building and the bath house. The club house and the office building will be painted the same color next year. I also want to mention the Team USA program. Under Judy Morris's direction, that program has raised, as of tonight, \$200,000 this year. That money is to fund the travel expenses of Team USA. Another program that I'd like to bring up, that everyone is familiar with is the Bonus Buck program, developed a few years ago. That program is one in which, if you bring a new member on board, we give you credit for it, by sending you \$15 worth of Bonus Bucks. You can spend your Bonus Bucks here when you come to any of the events held at NSC. Use them at Nationals to buy ammunition, use it for entry fees or use them to renew your membership each year. These Bonus Bucks are given out with the idea of retaining the new members that were brought in by the program. Well that program has been very successful in retaining these members. So, even when we take in to account the \$15 worth of Bonus Bucks given out in the program, plus less the cost of the magazine going to the members, that's the cost of the membership. We have netted \$60,000 over the past 3 years through the Bonus Bucks program alone, in both membership fees and target fees. So, most of these members are staying with us as well and shooting targets year after year. I encourage all of you to take advantage of this program and spread the word about it.

Robert Crow – The next item is the 2013 National Championship registration form. Before we review that, let me give you an update on this year's National Championship. As of today, we have 1,794 total entries, which is a 10% increase over last year's National entries. In the Main event we have 1,618 entries, which is an increase of 13%. The K-Kup has 1,383 entries and our largest increase is in the Super Sporting event with a 32% increase over last year. With that said, we are running a little behind on some of the flights in the Super Sporting event. We are going to let all of the contestants know, via the texting service, that if you are on the Super Sporting event and you are not going to be able to make your next event, we are going to let you stop the Super Sporting event, so you can make your next event. We don't want to have one event make 4 or 5 other events slow down and run behind. This will not happen to everyone, but we do want to be up front and let the people know that it could happen and you need to leave your score card with the trapper at your last station. We will have a second course manager at a make-up check in point to work with shooters that need to finish the event. This should take care of any problems. With the 32% increase and the events running a little slower, this is an event that has not been shot a lot, all over the country. We are doing the best we can, so please bear with us. Over all, we are going to throw over 1.1 million registered targets for the 2012 National Championship, which is awesome. That's 200,000 targets more registered targets than last year. We've got huge vendor participation. As you can see, in front of the Skeet fields and both parking lots are full with portable vendors, we are trying to accommodate everyone.

Next year is the 25th anniversary of the NSCA National Championship. We have made some changes. After filling up side events this year on Wednesday through Sunday, we will open on Tuesday for 2013. We are going to open the 5-Stand event on Tuesday for the Master/AA course. Super Sporting and K-Kup will also open on Tuesday, next year. We will be adding two events, 20ga and 28 ga FITASC events, which will each have their own separate parcours. These events will be 50 bird events and will be open Tuesday through Sunday. Just so everyone is on the same page, 2013 is the 25th anniversary of the NSCA National Championship and 2014 will be the 25th anniversary of the NSCA.

The next sheet is the 2013 World English Sporting Clays Championship entry form. We will be starting the events early for this event as well. This event will be held at the National Shooting Complex. FITASC is popular at this event, so we will be starting it on Tuesday to accommodate more shooters. 5- Stand will begin on Wednesday. We will add 20ga. and 28ga. FITASC and a 12ga. True Pair event as well.

At this time I would like to ask Rick Hemingway to give us an update on the 2013 US Open event.

Rick Hemingway – We are very excited to have this event. At this time we have 400 people registered for the event. There are plenty of hotels in the area, please call Rick if you have problems finding a hotel. We have added 1.5 miles of new roads to Backwoods Quail Club, so the participants can move around freely. Other construction is ahead of schedule. Our focus is on marketing the events and sponsorship. We are overwhelmed by the industry support that we are getting. We have provided 250 shirts for the trappers and scorekeepers to wear here at Nationals to help advertise the US Open. If you have any questions, please see me.

Robert Crow – The next sheet in your binder is for the 2013 Championship Tour schedule. It lists all of the Regional Championships, the World English Sporting Clays Championship, the US Open, and the Nationals Championship. Please note that the National FITASC will be in conjunction with the North Central Regional at Minnesota Horse and Hunt Club. There are also the other important dates which are two FITASC World Cup events, the US FITASC Grand Prix and the North American FITASC Championship, the World FITASC and the Pan American Sporting Clays Championship. Please note that the two world cup events will be Team USA qualifiers. At this time I would like to ask Ms. Judy Morris for the Team USA update.

Judy Morris – Thank you very much to everyone here, for all of the support that we have received for Team USA; we could not have done everything that we have done without everyone in this room. On the first page of the report, I would like to call out some of our major sponsors. They were the trend setters that made this thing happen. We have a program called the Honorary Team Captains. At the January 2012 meeting when I talked about the Honorary Team Captain program, I was asked, how many people do you think you can get to participate. I said if we could get 3 people to sign up, I would consider it a success. I am happy to report that we have 8 people who signed up as Honorary Team Captain. Some of the Honorary Team Captains who are here tonight are Chip and Wanda Hutchison, John Calandro and Don Henderson. Next are our longtime supporters, Krieghoff, Betty and Dieter who are very dear friends who have been very good to us. It is my understanding that they will continue to support Team USA for the next three years, thank you! E-Z-GO has supported us for the past two years, and they are going to continue to support us as well. Randy Voss, at Caribou Gun Club, they were extremely generous to us at the US Open. They pulled out all stops to help Team USA raise \$40,000 in the one event. With Randy's help we were also able to secure sponsorship from the Matador Ranch; they are part of Koch Industries of the Koch Brothers. They supported us this year and they are going to support us again next year. So, we are looking forward to that new relationship. Scott Grange, with Browning, has been very generous to us. With their help, we were able to raise \$7,500. The Matarese family has always been a major supporter of Team USA and the sport in general. Anthony Jr. was a major help in helping me put together the Team USA Super School, which was a very successful program. We held two schools limited to 24 people, 12 people in each school. We sold out both schools and had a waiting list, so next year we will have 3 schools. Yesterday, in the Team USA tent I sold 7 slots in the 2013 schools, so that's going very well. Rochester Brooks was very kind and put on our first benefit shoot. We also had Rock Creek Clays, in the Dallas area, hold a benefit shoot this year and they signed up to host another event for next year. I am hoping to do three more benefit shoots next year. At the January Advisory Council Meeting, I laid out our mission statement and goals for Team USA; I just want to say that we definitely accomplished our mission and goals for this year. One of the main missions is to represent our country and NSCA to the

best of our ability. The guys and girls did that; they were always 100% cooperative and always happy to help. They would call me up to ask what they could do. Anytime I asked them to do anything, they would help. Help earned 5 team gold medals and 4 silver medals this year at the world championships. So, they did a fantastic job. Our next mission was to promote Team USA in a positive, professional, patriotic manner; we definitely accomplished that. For those of you who have not seen the Team USA tent, we had the Team USA tent at 9 shoots, this year. David Walker, one of our team members carried the tent from event to event and made sure that when the members and I arrived the tent was set up and ready to go at every shoot. Team USA has appeared in some form or another in Sporting Clays Magazine and Clay Shooting USA since January, this year. So, we have obtained a lot of positive press. We were able to have no member unable to participate because they couldn't afford it. For the first time in the 24 year history of Team USA, we were able to fully fund the Team to the World English Sporting Clays and we fully funded the Teams expenses for the World FITASC Championship. We exceeded all revenue projections for this year by \$80,000. We had a budget gap of \$33,000 that we estimated for this year. We closed that gap and as of the beginning of this shoot, we have \$67,000 reserved to carry over to next year. The total estimated projected revenue for the year was \$147,500; however, coming into this shoot the total revenue is \$228,598. We should come up with another \$10,000, at this shoot. Our total expenditures for 2012 were estimated at \$161,343; however, our actual expenditures were \$171,770. Every penny of the expenses is listed in the binder. Once again, thank you for your support; we could not have done it with you!

Robert Crow – Thank you Judy, great job! Please note that the 2013 Annual Advisory Council Meeting will be held here at National Shooting Complex, January 25-27. The meeting will start on the morning of the 25th and end around noon on the 27th. So, some of you will be able to catch flights home on Sunday afternoon. At this time, I would ask Sherry Kerr to come up and give a report on the website and Target Talk.

Sherry Kerr – We have brought up a lot of statistics this evening, but I want to say that the numbers that I will present about the website and Target Talk, our email newsletter, are not as important as the trends are. A year ago, we started some new programs. We started working on communicating with our members and I think that is the important thing you need to know. We are communicating with our members and non-members, which is very important. We are communicating a lot more and a lot better than we have in the past. We are reaching a lot more people on the website than in the past; we are getting a lot of traffic. The one number that's really important in the website traffic is over a quarter of a million unique visitors to the website, last year. We don't have a quarter of a million members, so that number tells us a lot about the potential that we have. That tells us there are a lot of shooters out there who have a reason to read about our sport, who are not yet members. That is a really important statistic for us to pay attention to.

Earlier this year, we started improving on Target Talk. In August we completely re-launched Target Talk. This is the newsletter that we have had for years, but frankly we didn't put a lot into it because it was produced by an outside firm. They were mostly collecting articles from the internet and sending them to our members. The outside firm was handling the advertising as well. We would contribute a little bit to it but we found that it was a wasted resource. We weren't really taking advantage of the potential as we should. Our numbers would start big each year as we got new members, then numbers would go down. They would go up to around 16,000 when we would add people, then they would go down immediately, when people opted out. We would then end up with 12,000 to 13,000 subscribers. The trend that I am very happy about is with the new Target Talk, our numbers are going up every week instead of down. September 1, we had around 16,800 subscribers. This morning we emailed Target Talk to 18,152 subscribers. The important thing is that the numbers are going up instead of down. We are communicating a lot more, we are putting out a lot more pertinent information than we did before and we are getting more people to read the articles and they are communicating back to us. We are getting

excellent feedback from the subscribers; however, I would love to hear from you. I would love to hear about other articles or information that we should be including in Target Talk. You are always welcome to get in touch with me with your ideas.

Robert Crow – Sherry has done a great job with Target Talk. I'm sure a lot of you that do read it can tell that there is a lot of effort put in it and we greatly appreciate Sherry for making it better. At this time I would ask Louise Terry to report on the Long Range Planning Committee.

Louise Terry – The Long Range Planning Committee is, as you know, jointly populated by Skeet and Sporting Clays governance members, so we work together. We look forward to the future of the facility and the Association. Every year we look at the master plan for the facility and try to update, prioritize and improve it. At the World Skeet Championship, we had a meeting; we had another meeting this morning and discussed items for 2013.

The first item we discussed was the rifle pistol range. We've had the range for about 20 years. Members of the industry helped us build the range when nothing was out here around us. We do have groups and events that want to come to the property to use that facility; however, everything has grown up around us. We have been getting more and more nervous about the range usage and we actually have discussed how to improve the range for use. Realizing how many neighbors we have around us now, the LRPC recommended to stop using the range until we could get it baffled. We worked with an industry consultant who is familiar in this area and does this for a living. His study shows estimates of what a baffle system would cost to construct on our range. In this case the cost is too much, so we have decided not to go forward with the improvements to the rifle pistol range. There are a lot of other things we can do with the money. Our core interest is shotgun shooting. One of the main concerns that we talked about with the consultant was the noise factor. Our greatest liability with a rifle pistol range is containing bullets. We can build baffles to contain bullets; however, we can't do anything to contain the noise. Unless we build a completely closed in range we would not be able to stop the noise. So, at his time we are telling everyone that until further notice, the rifle pistol range is closed. We will look at the best use of that corner acreage. I'm sure we can use it for another Skeet field or more sporting clays area. Please be aware that by the time you get here next year; that area may have changed. We did spend a lot of time investigating our options, we did our due diligence and we all concluded that this is the right thing to do.

The second issue is public water for the facility. We have wells on the property that are pulling from the Edwards Aquifer. We own acre footage of water from the Edwards Aquifer that we consider part of our portfolio, as a natural asset; which we plan to keep forever. The city water is now all around us with a main hook-up behind Robert Crow's house. We have engineers working up a plan to hook-up sometime in the next 3 to 6 months, where we will be able to get our main water supply from the public water utility. This will be able to exploit a major enhancement to the property; with the available utilities. We also have reservations for public utilities capacity, such as public sewer which goes down Hwy 471. We have elected not to do anything with that yet because it will be expensive to hook-up to the public sewer system. It is there and available to us, and we have a reservation for when the time comes for us to actually do a hook-up. That is a big thing for us as far as added value to the property.

The next item we discussed is the kitchen and major improvements to the main club house. You may remember that the master plan called for leveling the club house and starting over with a whole new club house, including new scoreboard area, and lots of different things. We found that the bill for doing that would be over \$3M. So, what we are trying to do is break up the work into smaller jobs, like improving the electrical circuits and getting new air conditioners in the current building. So, over the winter we will start working on some of these areas and hopefully have them ready by the next World Skeet Championship and Nationals. We don't want to put the work off any longer; we need to get the work started and it may take up to 5 years to complete all of the work.

The next item is the marketing report. Nicki Martin was hired as the new marketing coordinator and is here tonight. She is doing a great job and is working closely with Sherry Kerr. The things they have come up with are so encouraging. Thank you and welcome Nicki; there is lots of work to get done in the coming year.

Robert Crow – At this time Michael Hampton, Jr. will give the National Shooting Complex update.

Michael Hampton, Jr. – We have been very fortunate that the economy has not really affected the National Shooting Complex. Once we decided to open the doors to public shooting and letting people know that we are here, it has worked quite well. Royce, Amber and Pete spend hours upon hours, weekends upon weekends working at the facility. We bring in charity fundraisers, where over a million dollars have been raised at these events at the complex. We are very fortunate that all of the events held this year will be back again next year. San Antonio is a big convention city and we are able to pull in quite a number of corporate events. We get many of these people to come to the complex to try shooting instead of golf or some other way to pass their spare time. We are also getting a lot of non-shooting events to use the facility. Across the street is the Catholic Church that has over 1,000 members. They are big supporters of the complex and we are big supporters of them; we have a very good relationship with them. They ask to use our tables and chairs that you see here and we let them use our parking areas for overflow. Several local homeowner associations have used the facility for meetings. We don't charge them for the use of meeting areas; we simply ask that they let people know what we do and what we are about. The week after Nationals we will have a state cross country training field event with over 6,000 people here. Over 2,000 of these people are kids training for state championship track and field events. We are also working with San Antonio Sports Foundation where we will be the host site for the 2013 Junior Olympic Cross Country event. At the end of November we will have the Dirty Girls Event, which is a fun run in mud and other obstacles on the course. There will be over 2,000 lady runners participating to help raise money for breast cancer research. Earlier this year we had over 2,000 people participate in the gladiator type fun run, the "Rock & Run" event. Although these events are not shooting events; they are bringing exposure of the Complex to the public. We are doing all we can to be a good neighbor in the community. We are being smart about when we shoot and what time we stop shooting. You should be very proud of the Complex and those that work here and the work we do. Thank you!

Robert Crow – The next listing in your binder is the Hall of Fame criteria and procedures. If you have someone in mind, see if they fit this criteria. It is very important that those that are out there get recognized for their great shooting achievements, service to the sport/association or service to youth shooting, specifically. The Hill-Adams Award, which is given to those recognized for their work in youth shooting, was not given out last year. The nomination form is in the binder as well as the criteria. If you want to nominate someone, while you are here, please complete the form and leave it with Glynne, before you leave. The deadline to get your nomination in is December 31, 2012. The Hall of Fame inductees for 2012 are:

Shooter Category – Wendell Cherry, Mark Kiddie and W. Ray Newman

du Pont Service Award – Glenn Lubeznik

Hill Adams Award – None

Seats are still available for the Hall of Fame banquet; please see Lori Hartmann in registration. We will also recognize Team USA, All-American Team, High Volume Shooters and High Volume Clubs at the banquet.

Your next sheet is about Kids and Clays, the official charity of NSSA/NSCA. The recipient of the du Pont service award this year is Glenn Lubeznik. Glenn is actually the founder of Kids and Clays events.

There are several shoots all around the country as well as youth events held each year. These are fundraising events for the Ronald McDonald House Charities. There were upwards of 5,000 shooters participating in Kids & Clays events this year. The Kids and Clays option was offered in the Nationals events and 100% of all proceeds from the Big Mac Game event on field 3 will go to Kids and Clays. The Saturday night silent auction and Ronald McDonald raffle held on the clubhouse porch are also fundraisers for the Ronald MC Donald House Charities. Please support these events while you are here to help Kids and Clays and the Ronald McDonald House Charities.

At this time I would like to ask Louse Terry to come back up and give us the SCTP report.

Louise Terry – Scholastic Shooting Sport Foundation (SSSF) runs the Scholastic Clay Target Program (SCTP) that NSSF started a few years ago. This program focuses on youth and team shooting development. SCTP currently has 9 people on their board of directors. Louise Terry is the Chairman, Michael Hampton, Jr. is the Vice Chairman and Kemble du Pont is a member of the SCTP board. We are trying to improve communications and to knit things together between NSSA/NSCA and SCTP. Judy Morris and I have talked about getting Team USA involved in the SCTP Program, as well. There are over 7,500 kids in the SCTP Program in the USA. The media is bringing awareness of the program to light. The program is very successful; Larry and Brenda Potterfield of Midway USA have graciously donated \$3 million to promote SCTP over the past several years. The funding will go out to the states to get each state program going. The Potterfield's are very committed to getting kids introduced to the shooting sports and to protecting the Second Amendment. We want kids to grow up and know that this is a fun sport and be aware of the Second Amendment, which protects their rights to shoot and own firearms. We want as many kids out there pulling triggers as we can get. With the Potterfield's help, including an additional \$100,000 that was donated on short notice, SCTP is adding a pistol program and will have Glock and Smith & Wesson as board of directors and as a sponsor. This added program will have tremendous potential. They were trying to get a program started on their own, but could not get any traction. With the help and recognition of SCTP, Larry and Brenda Potterfield and Midway USA, this program should take off. I would encourage all of you especially the range owners to get involved. Host an SCTP event at your club. Go to the website, www.shootsctp.org and get involved in your area. There are SCTP State Directors in each state. We were very proud; at the World Skeet Championship this year, NSSA gave an award to SCTP and named it the association of the year. The award is now hanging in the SCTP home office. There were a record number of kids introduced to Skeet, this year and they are now, regular Skeet shooters. This is a great accomplishment and I ask for your continued support of the SCTP Program.

Robert Crow – Before we get into the 2012 US Open proposals, I would like to thank Randy Voss and his staff for a great US Open; great job Randy!

At this time I would like to introduce Ben Avery Clay Target Center for their presentation, to host the 2014 US Open.

Dan Twitchell and others representing Ben Avery Clay Target Centers, Phoenix, Arizona, showed a video of the shooting grounds and then explained what they propose doing. The dates for the proposed 2014 US Open will be April 21-27. The dates are 1 week later than Easter, that year. Yes, it is dusty in Arizona, so they plan to have major dust control available. They will hire 300 people to work the event. There will be at least 4 target setters hired to design the courses. Lois and Casey will be hired to take care of registration. They are reaching out to other range owners and industry people in the area, for their help. There are 102 on site RV spaces available. There are 25 restaurants within 1 ½ miles of the shooting grounds; they are very close to Phoenix. So there are other things for the non-shooting visitor to do. 70% of the facility will be used for the US Open. The club was started in 1964. Arizona Fish and Game now runs the club. There will be 110% support from the Arizona Fish and Game Department. The

biggest challenge will be to keep all of the items and events going at all times, such as the vendors, shooters, getting food prepared and or delivered by restaurants, targets in place, etc. New air conditioning was installed in the club house this year. There will be water on all stations of every event. Flights coming into Phoenix are cheap and it is cheap to stay in Phoenix. There has not been a US Open in the far west since 1999; we ask that you give us a chance to give you a great US Open.

Robert Crow – At this time, I would like to introduce Claythorne Lodge for their presentation, to host the 2014 US Open.

Frieda Lancaster and others representing Claythorne Lodge, Columbus, Kansas, showed a power point presentation of the shooting grounds and then explained what they propose doing. Claythorne Lodge is 22 years old. In that time they have held 2 US Opens and 1 World FITASC Championship along with many other shooting events of over 500 entries. Holiday Inn in Joplin will be their host hotel. Sam and Frieda have travelled the world learning how to put on a quality shooting event. The dates of their proposed US Open will be June 2-8. The temperature at that time of year averages 86 degrees. Super Sporting will be an added event. There are 31 RV Spaces available on site and others available at local casinos. Many of you have attended shooting events at Claythorne and know we can produce a quality US Open for the membership.

Robert Crow – Thanks to both facilities for your presentations. At this time, I ask only the Advisory Council Members to take your #1 ballot, complete it, put it back in the envelope and hold your hand up. The Executive Council members will pick your ballots up. While the Executive Committee counts the ballots we will have our committee reports. The first committee report will be from the Finance Committee by Ted Sapoznik.

Ted Sapoznik – I am Ted Sapoznik and I am Chairman of the Finance Committee. The Finance Committee would like to see a new easier to read, one page summary report from the Accounting Department, instead of reports that are 10 to 15 pages with a lot of numbers. We thank Steve for his hard work in helping us come up with an easier to read summary report. We have shared this type of reporting with the Finance Committee and so far it looks more like what we want. Our intent is to show folks where the money goes in a more transparent way.

Robert Crow – At this time I would ask Andy Duffy to give the Instructor Committee report.

Andy Duffy – The instructor certification course is flawed as it is set up, at this time. Everyone is doing the best they can do. However, the way the program is structured, people are working against the system. They are not working with the most qualified people. The way it works right now, you show up for the Level I course, pay your money, and take the course. The way it is set up it's hard to fail people who have paid their money. It needs to be structured differently. We need to attract people who already know how to shoot. Right now, it's structured to give people a three day shooting lessons. Most really don't want to instruct. As far as I'm concerned an instructor should be able to teach the particular shooting parts and that's only part of the job. Originally, the instructor program taught how the game was played, what the rules were and safety aspects. Not necessarily how to shoot certain targets, like a rabbit target. The needs of NSCA have changed. We are trying to figure out how to maintain retention of the members. I believe the instructor program is a way to do that. If instructors can teach people how to hit targets, that's one of the best ways to retain members. But again, that's only part of the job. I think that setting targets for a fun shoot is far different from setting targets for an event like the Nationals. I think target setting should be part of the instructor program. I think the best shooters generally make the best target setters, because they can read targets. I think that all the things a good instructor can teach can't be taught in 3 days. The instructor program should be a school. When you come to school you need to work and if you can't learn the program you fail. I have people come to me constantly and tell me what a nightmare it

was to watch an NSCA certified instructor give a shooting lesson. There are people getting certified that have no business teaching. We need to change that. We need to have people that are competent, that can help clubs. They need to be an NSCA service to the clubs. I think we need to look at the program and see what it can be. I welcome anyone's suggestions for ideas to improve the program.

It was suggested by John Calandro that Andy go through the instructor program before he starts making changes. John also encourages Andy and Gary Greenway get together and come up with a viable plan for the Program.

Robert Crow – At this time I ask Mary Pitts to give the Marketing Committee report.

Mary Pitts – Synergy will take you places you never thought you could go. An example of synergy is what we are doing here at Nationals this year. We are offering the Hospitality Suite and Range Owner Meet and Greet Lunches. Frieda Lancaster and Mary Pitts, of the Marketing Committee developed this along with Robert Crow. Range Owners and Industry people meet in the conference room to exchange ideas. We have had people in and out of the conference room all day and we will have another Meet and Greet set up for tomorrow. So far it has been a big success. We can look at this year and make changes for future Meet and Greet events at Nationals. Special thanks to Sabena, NSSA/NSCA Office Manager, for setting up the conference room.

We are also re-inventing ourselves; we are branding ourselves and our products so everyone will know who we are and what we do. We are creating a membership package not only for our members but for anyone interested in shooting sporting clays. The whole purpose of this is to bring everyone together and use our synergy to increase participation and include our range owners, and industry members. We have a marketing plan to improve the membership numbers. We have a marketing plan to tweak the membership types that we offer, so we can include everyone interested in shooting sporting clays. Mary introduced Nicki Martin at this point.

Nicki Martin – Thank you to all who have given suggestions and ideas to us. The first initiative that we started was a Groupon plan. We are using this plan at the NSC as well as other clubs; however, we had an issue that we were not happy about with Groupon. We are now working with Living Social to start a similar plan, which will launch in the next couple of weeks. We have purchased eye and ear protection and branded it with our logo; these items will be sent to our member clubs for them to use when they offer a Living Social event. We have been to the Game Fair in Minnesota, where we found youth shooters very interested in NSCA and shooting in general. It was very successful; over 2,000 people came to the tent for information. Louise Terry provided the information to give to those kids, so we could tell them about the SCTP Program. While at the Game Fair, we had a commercial aired on a local television show, telling people what we do and how to get involved in sporting clays. That commercial is still being aired on that television channel. We are using text messages to give scoring up-dates and other information to the shooters. You can opt in to receive the text messages. The NSCA is a member and ambassador of the San Antonio Chamber of Commerce; this gives us exposure in and around the city. This way we can explain that we not only do shooting events but all of the other events that Michael talked about earlier. At this time, I would like to introduce Josh Haygood, of Bandito films and let him give you an update on where we are with the filming of The World Series of Sporting Clays.

Josh Haygood – A lot of you may remember me from the US Open Advisory Council meeting in July where I gave a presentation on the sport of Sporting Clays. I think it's time that this sport gets the recognition that it deserves. That is hopefully, where I fit in. Since that time we have made a lot of steps in that direction. It is coming together; however at this time we are spending time with the lawyers, which takes longer than we want but we are moving in the right direction. In the meantime, I have taken on this role as the guru of Sporting Clays which is a positive image. I have been thinking about how I can

continue to expose new and young audiences to the positive aspects of Sporting Clays. We are actually already producing a TV program for viewing in the Northeast. The media is unfortunately anti-gun. I am the voice of reason in the big sea of the media in this country. The good news is; we are making progress. I will continue to keep you in the loop on what we are doing. I think this can and will be a huge success.

Robert Crow – At this time I would like to ask Steve Schultz to give the Competition Committee report.

Steve Schultz - You heard from Robert about the changes that will be made at the 2013 Nationals by adding the sub ga. FITASC events, also adding extra days in the K-Kup, Super Sporting and Master/AA 5-Stand events. In addition, the Competition Committee will be reviewing the 2014 Regional Championship criteria, making tweaks to it and creating a quality control document for the regionals. We had an issue where what we had in the criteria was not being used in all of the regions. The issues were caused by lack of knowledge; we want to clean that up, so everyone holding a Regional Championship knows what is expected of them. We will give the task to the committee at the January meeting. What comes out of the meeting will be approved by the Advisory Council. After that, the regional bids will go out for the 2014 regionals. We will announce the 2014 Regional dates and locations at the 2013 US Open. The 2015 US Open Bids will open February 15, 2013 and close at April 15, 2013.

Robert Crow – At this time I would like to ask Bob Lepor to give the Rules and Governance Committee report.

Bob Lepor – If you look in your binder under the delegate section you will see the new rules that were voted on in 2012 and to go in effect on January 1, 2013. There are a couple of things we are working on for the Rules and Governance Committee in 2013. We want to change the time line of the voting process. The Executive Council needs to be established before the winter meeting takes place. The Advisory Council as well as the Executive Council should be elected before January 1st of the New Year.

Robert Crow – Our last committee report, will be given by Todd Kemmerer of the Awards Committee.

Todd Kemmerer – We are working on updating and tweaking the Team USA contract, at this point. Having a Manager, like Judy Morris, has given Team USA a vehicle to help support themselves. That's a good thing, because years ago we were looking for the NSCA to help support the Team. They gave a little bit, but it wasn't a vehicle for the Team to help support themselves. They have been very successful with the leadership of Judy Morris.

The Regional Championships have gone from the Zones to the Regions. I think this has been a huge success. Having continued conversations within the Executive Council as to what is next to build the awards programs.

The Hall of Fame Banquet is tomorrow night; we have a great slate of inductees. We will have entertainment at the Hall of Fame banquet this year. Unfortunately, two of those who were chosen have passed away; Ray Newman and Mark Kiddie. We encourage you to nominate people who are living in order to honor them while they are with us. There are plenty of people who deserve to be in the Hall of Fame; please nominate them.

Robert Crow – I would like to thank Ben Avery and Claythorne Lodge for putting in for the 2014 US Open. Both clubs have wonderful facilities; please be sure to attend both clubs; they are both great places to shoot. At this time I would like to announce that the 2014 US Open will go to Claythorne Lodge. Congratulations Sam and Frieda! Special thanks to Dan Twitchell and Ben Avery for presenting this evening, we hope you bid again in the future.

Vote counts - Claythorne Lodge – 30 Ben Avery Clay Target Center – 12
(This was not announced during the meeting but per “NSCA Policy on measures decided by ballot” these should be noted as tallies.)

If you go to section seven, which is the new business section, you will find a conflict of interest statement. It has been around for quite some time on the NSSA side. Over the past several months we have researched the different possibilities of selling new memberships and incentivizing our clubs for doing so. As a 501c3 there can be a conflict of interest when you are voting on these different items. With our marketing fund and a lot of decisions being made in the future we just want to make sure that we cover everyone and cover the association. We are not asking the Advisory Council to sign this tonight; we just want to put it in here, so you are aware of it. At the annual meeting in January, we will ask the Advisory Council to fill out the conflict of interest statement. Moving forward at the beginning of the new term of office, this will be one of the things you will fill out when accepting your position on the Advisory Council. We have a lot of new and exciting things coming forward. We are revamping our membership and want to be able to offer items to the new members as well as incentivize clubs who are signing up new members. We want to abide by the law, of course, and we want to make sure that everyone in this room is covered.

At this time, is there any other new business? No additional new business was brought up.

Motion made by Steve Schultz with a second made by John Calandro.

The meeting adjourned at 8:25pm, Wednesday October 24, 2012.