

1 **AMATEUR TRAPSHOOTING ASSOCIATION**
2 **MINUTES OF THE REGULAR SCHEDULED AND CONTINUING**
3 **EXECUTIVE COMMITTEE MEETING**
4 **MARCH 16, 2014**

5
6 On March 16, 2014, at 9:00 HRS Eastern Daylight Time (EDT), President Terry Roush of
7 the Amateur Trapshooting Association, subsequent to Roll Call and confirmation of the quorum,
8 called this *Regularly Scheduled and Continuing Meeting of the Amateur Trapshooting*
9 *Association* to order.

10 Answering the Roll Call and seated in attendance were:

- 11 ▪ President, Southern Zone Vice President, and North Carolina Delegate, Terry
12 Roush
- 13 ▪ Southwestern Zone Vice president, Rob M. Taylor
- 14 ▪ Eastern Zone Vice President, and Rhode Island Delegate, Wayne D. Morris
- 15 ▪ Central Zone Vice President and Nebraska Delegate, John Burke
- 16 ▪ Western Zone Vice President, Allan R. Radway
- 17 ▪ Ex-Officio and North Dakota Delegate, Jeff L. Wagner
- 18 ▪ Treasurer, Thomas G. Burkey, from Pennsylvania
- 19 ▪ Executive Director, Lynn Gipson, from Illinois
- 20 ▪ Secretary, Hunter H. Galloway III, from North Carolina

21 The Secretary advised, for the record, that proper Notice was given for their *Regularly*
22 *Scheduled and Continuing Meeting*, and that all referenced meeting(s) have been scheduled to
23 be conducted in the home of Vice President Taylor, at 17110 Golf Vista Court, Odessa, Florida.

24 President Terry Roush informed the Executive Committee members that the minutes of
25 the *Regularly Scheduled and Continuing Meeting of the Amateur Trapshooting Association*
26 *(ATA)* and the *Amateur Trapshooting Association of America (ATAA)* held on December 9, 2013,
27 and subsequent Executive Committee Minutes and/or Memoranda from the Regularly
28 Scheduled Teleconference meetings included other Committee Meetings (if any) held, have
29 previously been distributed for review, comment and approval.

30 Subsequent to review and discussion and upon motion of Vice President Allan Radway
31 with second of Vice President John Burke and following the President's call of the question,
32 with no response, it was unanimously:

33 **RESOLVED**, that the Minutes of the *Regularly Scheduled and Continuing Executive*
34 *Committee Meeting of the Amateur Trapshooting Association (ATA) and the Amateur*
35 *Trapshooting Association of America (ATAA)* held on December 9, 2013, are hereby ratified,
36 adopted and/or approved this date and time.

37 President Terry Roush advised the Executive Committee of the proper procedures
38 regarding reimbursement of expenses for this meeting. It was noted that the Accountable Plan
39 which was adopted on October 4, 2010, provides for lodging reimbursement in the Odessa area
40 of \$116.00 per day and a per diem reimbursement of \$51.00 per day. Business travel is to be
41 reimbursed pursuant to paid receipts or mileage according to the current Federal Charitable
42 Rate.

43 President Roush requested that Treasurer Tom Burkey give his Treasurer's Report. A
44 portfolio review was given by Treasurer Burkey, and each individual investment in the portfolio
45 was reviewed. The current market value of the portfolio is \$11,052,478.75. Treasurer Burkey
46 once again reminded the Executive Committee that this portfolio produces over \$500,000.00 a
47 year in investment income which helps to offset costs which would have been passed on to the
48 membership of the ATA. Investment income for the 2013 fiscal year was \$539,294.00 as
49 opposed to \$549,467.00 in 2012.

50 Treasurer Burkey continued his report by stating that the 2013 Grand showed a profit of
51 \$185,630.00 as opposed to \$191,599.00 in 2012. The balance sheet as of December 31, 2012
52 was given to each member of the Executive Committee, and it revealed that the net worth of
53 the ATA has increased from one year from \$10,959,574.85 to \$11,302,733.98 at the conclusion
54 of 2013.

55 Subsequent to further review and discussion, President Roush called the question, and
56 with no additional response and upon motion of Vice President Radway with the second of Vice
57 President Morris, it was unanimously:

58 **RESOLVED**, that the Treasurer's Report(s) and official Act(s) of Treasurer Tom Burkey are
59 hereby ratified, adopted and/or approved this date and time.

60 President Roush asked Executive Director Gipson to report on the Budget as compared
61 to actual results for the first quarter of 2013. Net income from operating and investment
62 activities was \$335,823.00 which exceeded budget by \$80,173.00 for the first quarter of 2014.
63 Most of the positive variance was due to unrealized gains on investments totaling \$22,352.00.
64 On the expense side the ATA reduced expenses by \$8,996.00. Actual general and
65 administrative expenses of \$294,154.00 was less than budgeted expenses of \$303,150.00. Each
66 revenue and expense item was discussed in detail. Executive Director Gipson stated that the

67 ATA is working to cut expenses while maintaining quality. Subsequent to further review and
68 discussion, President Roush called question, and with no additional response, and upon motion
69 of Vice President Radway with second of Vice President Morris, it was unanimously:

70 **RESOLVED**, that the 2013-2014 Budget Report is hereby ratified, adopted/or approved
71 this date and time.

72 President Roush asked Executive Director Gipson to present a report on dues and fees
73 received by the ATA for the 2014 Target Year. He stated that revenue from dues was down
74 from \$459,356.00 in 2012 to \$433,925.00 in 2013. Bad weather and the failure of the ATA
75 members to renew their memberships were the main reasons given for this decrease of 5.54%.
76 Executive Director Gipson reiterated the need to attract league and casual shooters towards
77 ATA membership. In addition to promoting trapshooting in magazines like *Trap & Field* and
78 *Trapshooting USA*, he suggested that the ATA find new avenues to showcase their sport.

79 Revenue from shoot fees for the 2014 Target Year have increased 14.24%. Big 50 and
80 League Fees have increased only .31% for the current target year. Attendance at the Dixie
81 Satellite Grand American increased from 3788 shooters in 2013 to 3843 shooters in 2014. If
82 bad weather had not plagued the shoot for two days, the increase in attendance would have
83 been greater. It was also noted that attendance at the Autumn Grand, Heartland Grand, and
84 Northeastern Grand also experienced an increase in shooters while the Western Grand had a
85 decrease in attendance.

86 President Roush initiated a discussion on ways to increase attendance at ATA registered
87 shoots. Vice President Taylor stated that target presentation is a key factor in maintaining and
88 increasing attendance. A coordinated effort by the management of the Silver Dollar Shooters
89 Club and Vice President Taylor resulted in a huge difference in target presentation at a facility
90 that hosts two Satellite Grand Americans. The club removed weeds and trees on Bank 4. An
91 enormous amount of time was spent by Vice President Taylor to make sure that target
92 presentation met ATA guidelines. President Roush noted that this type of effort will result in
93 increased attendance at ATA registered shoots.

94 President Roush called for a recess at 10:00 HRS.

95 The Meeting resumed at 10:15 HRS.

96 The Secretary's Report was given next to the Executive Committee. Secretary Galloway
97 with the assistance of Executive Director Gipson stated that no new complaints have been filed
98 with the ATA.

99 Subsequent to further discussion and review and upon motion of Vice President Morris
100 with second of Vice President Radway and following the President's call of the question, with
101 no further response or comment, it was unanimously:

102 RESOLVED, that the Secretary Report(s) and the Official Act(s) of Secretary Hunter H.
103 Galloway III, are hereby ratified, adopted and/or approved this date and time as performed for
104 the Amateur Trapshooting Association (ATA) and the Amateur Trapshooting Association of
105 America (ATAA).

106 The next item on the Agenda was the President's Report. President Roush talked about
107 his trip to the Autumn Satellite Grand in Tucson, Arizona. The shoot was an enormous success,
108 and the attendance increased from 980 shooters in 2013 to 1019 shooters in 2014. The
109 highlight of the shoot, without question, was the wedding of Courtney and Jeff Wagner.

110 The last item covered in the President's Report was the success at the Shot Show the
111 ATA achieved in retaining or obtaining sponsors for the 2014 Grand American. ATA staff as well
112 as President Roush met with the sponsors during the show this year. ATA Grand American and
113 AIM sponsorship commitments for 2014 are as follows:

- 114 1. White Flyer
- 115 2. Beretta
- 116 3. Remington
- 117 4. NRA
- 118 5. Winchester
- 119 6. Browning
- 120 7. Federal
- 121 8. Hodgdon Powder
- 122 9. Blaser
- 123 10. Gipson Ricketts
- 124 11. Crow shooting Supply
- 125 12. Krieghoff
- 126 13. Perazzi
- 127 14. Caesar Guerini
- 128 15. Kubota
- 129 16. Trapshooting USA
- 130 17. E-Z Go
- 131 18. Wendell August

- 132 19. Kolar
133 20. Redring
134 21. Budweiser Carbondale
135 22. Cabela's
136 23. Little Egypt
137 24. Rio Ammo
138 25. Shamrock Leathers
139 26. Sterling Cut Glass
140 27. Trap & Field
141 28. Wenig
142 29. Noble Sport/Zanders
143 30. FMG Publications
144 31. Zoli I International
145 32. MEC Reloaders
146 33. Guns Unlimited
147 34. Trapshooting Hall of Fame
148 35. City of Sparta

149 President Roush requested that the committee chairmen present their committee
150 reports. Vice President Radway, chairman of the Rules Committee, was the first committee
151 chairman to give his report, and he initiated a discussion on whether a state refund for a life
152 membership should go to the state where the member bought the membership or member's
153 domicile. It was the unanimous decision of the Executive Committee that the current rule
154 should not be changed which states that the refund should go to the state where the member
155 is a resident.

156 The next item for discussion concerned ratification of Purse and Option winners under
157 Section VIII, B., 3. Subsequent to further discussion and review and upon motion of Vice
158 President Taylor with second of Vice President Burke and following the President's call of the
159 question, with no further response or comment, it was unanimously:

160 **RESOLVED**, that effective immediately, that Section VII, B., 3, of the current rule book be
161 changed as follows:

162 Section VIII, B., 3. changed to allow the posting of a payoff sheet to a host clubs' or state
163 association website in lieu of mailing a payoff sheet with the checks after the shoot.

164 In order to encourage League Shooters to shoot registered targets under the ATA Big 50
165 Program, the Executive Committee decided that changes need to be made to the aforesaid
166 program. Subsequent to further discussion and review and upon motion of Vice President
167 Burke with second of Vice President Taylor and following the President's call of the question,
168 with no further response or comment, it was unanimously:

169 **RESOLVED**, that effective immediately, the ATA Big 50 Program be available on any day
170 during the week, and

171 **FURTHER RESOLVED**, that effective immediately, that the following rule be added to the
172 ATA Big 50 Program:

- 173 ● *Recognizing that many trap leagues include one 25 target round of singles and*
174 *one 25 target round of handicap, it is allowable to include the singles round from*
175 *two different dates as one Big 50 score. Only one registration fee will be*
176 *required and the registration date will be the earlier of the two dates.*

177 Ex-Officio Wagner began a discussion on the conflict that exists at state shoots on Class
178 Day when a category shooter that wins or ties his category cannot fall back to win an ATA
179 trophy. Vice President Taylor noted that the ATA class trophies can be given out on
180 Championship Events. Vice President Morris and Vice President Radway stated that their
181 respective shoots have Preliminary Days instead of Class Days. No action was taken on this
182 matter.

183 The next item for discussion concerned the language used in Section XIII, E., of the
184 current rule book which refers to the obsolete Winchester Model 1524 trap machine. It was
185 the unanimous decision of the Executive Committee that Section XIII, E., Flights and Angles, of
186 the current rule book, have all references to the Winchester Model 1524 trap machine be
187 removed.

188 President Roush acknowledged an email from ATA member Nick Taylor which requested
189 the ATA and AIM create trophy categories which separate the female shooters from the male
190 shooters. Executive Director Gipson stated that the ATA will add Ladies trophies for the AIM
191 Championship.

192 The committee reports continued with a presentation by Vice President Burke,
193 chairman of the Grand Program Committee. He presented a draft of the 2014 Grand American
194 program to members of the Executive Committee for their review. A discussion ensued on
195 changing the date of the annual Board of Director's meeting since the traditional Thursday
196 night meeting will conflict with the ATA Clay Target Championship. Subsequent to further
197 discussion and review and upon motion of Vice President Taylor with second of Vice President

198 Morris and following the President's call of the question, with no further response or comment,
199 it was unanimously:

200 **RESOLVED**, that the date and time of the 2014 Annual Board of Directors meeting of the
201 ATA and ATAA be changed to 7:00 PM Central Daylight Time (CDT), August 13, 2014.

202 President Roush called for a recess at 11:45 HRS.

203 The Meeting resumed at 13:50 HRS.

204 President Roush asked members of the Executive Committee to continue their review of
205 the 2014 Grand American program. With the unanimous consent of the members of the
206 Executive Committee, the following changes and additions were made to the 2014 Grand
207 American program:

- 208 ● Reduce 100 open options in program that are currently costing \$50 to \$25
- 209 ● Add a Jackpot Lewis Purse to each event. The cost will be \$20 during Preliminary
210 Week and \$30 during Championship Week
- 211 ● Increase the cost of the Grand Gun Option for \$10 to \$15
- 212 ● DOP (New York Style) targets will be thrown in all regulation events and
213 shoot-offs
- 214 ● Add a Blue-Gray Category Challenge Shoot-Out. The top five category All-
215 Americans from North and South will shoot 25 Handicap targets as a team. The
216 following categories will be used: Lady 1, Lady 2, Sub-Vet, Veteran, and Senior
217 Vet.
- 218 ● The ATA Clay Target Championship will be moved from Wednesday to Thursday
219 of Championship Week
- 220 ● The Champion of Champions event will be held as the first event on Wednesday
221 of Championship Week to be followed by a Handicap and Doubles event
- 222 ● The ATA Doubles championship will be the first event held on Friday of
223 Championship Week instead of the second event held that day

224 Vice President Taylor, chairman of the Marketing and Industry Committee, was next on
225 the Agenda to give his report. At 14:45 HRS President Roush called for an Executive Session,
226 with no objections from members, in order to consider sensitive contract negotiations in closed
227 session. At 15:19 HRS the Regular Meeting reconvened. Vice President Taylor stated that his
228 report was covered in the aforesaid Executive Session meeting.

229 President Roush called for a recess at 15:20 HRS.

230 The Meeting resumed at 15:40 HRS.

231 The all American Team Selection Committee report was the next item on the Agenda.
232 Ex-Officio Jeff Wagner, chairman of the All American Team Selection Committee, stated that
233 Table 2 points awarded for resident ATA Zone Tournaments was different from how All
234 American Points Pins are awarded. Subsequent to further review and discussion and upon
235 Motion of Vice President Radway with second of Vice President Taylor and following the
236 President's call of the question, with no further response or comment, it was unanimously:

237 **RESOLVED**, that effective at the beginning of the 2014 Target year, on page 57 of the
238 current ATA rule book pertaining to Table 2 Points awarded at Resident ATA Zone
239 Tournaments, be changed as follows:

240 **Table 2 Points-** Zone Wide Singles Class Championship, Doubles Class Championship,
241 and Preliminary Handicap and other eligible events. (Any single event with 600 or more
242 entries)

243 President Roush requested Vice President Taylor, chairman of the Human Resource
244 committee, to give his report. Vice President Taylor stated that he had no report to give at this
245 time.

246 President Roush called for a recess at 16:30 HRS.

247 The Meeting resumed at 9:10 HRS on March 17, 2014.

248 President Roush, chairman of the Website and Communications Committee, began the
249 meeting with his committee report. He stated that his report would be included in Executive
250 Director Lynn Gipson's General and Administrative Report to be given later in this meeting.

251 President Roush stated that the next item on the Agenda was the membership
252 Development Committee Report to be given by its chairman, Vice President Morris. It was
253 pointed out that the five free ATA memberships given to the ATA affiliated green clubs have
254 been a very successful program in recruiting new members. In addition, the free memberships
255 awarded to AIM parents resulted in 800 new memberships last year and 172 new memberships
256 this year. A discussion began on a new membership program which would provide two free
257 rounds of trap at an ATA affiliated gun club to any new member. No action was taken by the
258 Executive Committee in regards to this matter.

259 Vice President Morris, who is also chairman of the Gun Club Support and
260 Communications Committee, presented a report from this committee. He talked about the E-Z-
261 GO Golf Cart Raffle which benefits the ATA Gun Club Fund. Twenty tickets at \$20 apiece have
262 been sent to each ATA Delegate and ATA State Secretary. All ticket stubs and unsold tickets
263 must be returned to the ATA office by July 31, 2014. Returned unsold tickets will be available
264 for purchase at the 2014 Grand American. A limited number of tickets will be available for
265 purchase. The ATA has promoted this raffle in advertisements placed in *Trap & Field* and
266 *Trapshooting USA* magazines. Display posters have also been sent out to ATA affiliated gun
267 clubs.

268 The Grand and Satellite Grand trophy Committee Report given by the chairman, Vice
269 President Taylor, was next on the Agenda. It was noted that Jamie Brand, ATA trophy manager,
270 has done an outstanding job on his committee.

271 **SATELLITE GRAND AMERICAN TROPHIES**

272 The 2014 Satellite Grand American trophy packages were ordered in October of 2013. The
273 suppliers are Wendell August, Sterling Cut Glass, Shamrock Leathers, Prize Possessions, and
274 Monarch Trophy Studios. Each supplier has been assigned an event and rotation per Satellite
275 Grand American. Each supplier has been given instructions to deliver the trophy packages two
276 weeks prior to each shoot date. The 2014 budget for Satellite Grand American trophies is the
277 same as the 2013 trophy budget.

278 **STATE AND PROVINCIAL TROPHIES**

279 The 2014 state and provincial shoot trophy packages were ordered the beginning of December
280 in 2013. The suppliers are Shamrock Leathers for the Singles Championship event in regards to
281 champion, runner-up, and class trophies. Monarch Trophy Studios is responsible for the Singles
282 Championship event category trophies. Wendell August is responsible for the Handicap
283 Championship event. Sterling Cut Glass is responsible for the Doubles Championship event.
284 Montana Silversmiths is responsible for the All-Around Champion trophy. The state and
285 provincial pins have been ordered from Monarch Trophy Studios and sent to each state and
286 province secretary. The budget for the state and provincial trophies is the same as 2013.

287 **ZONE SHOOT TROPHIES**

288 The 2014 zone trophy proposals were sent to Wendell August and Sterling Cut Glass the first of
289 February. Wendell August will be responsible for the Singles and Handicap Championship
290 events. Sterling Cut Glass will be responsible for the Doubles Championship event. The budget
291 for the 2014 zone trophies is the same as the budget for the 2013 zone trophies.

292 **2014 GRAND AMERICAN TROPHIES**

293 The ATA will start sending in proposal requests for the 2014 Grand American trophies the
294 beginning of March. The ATA will request proposals from Wendell August, Monarch Trophy
295 Studios, Shamrock Leathers, Sterling Cut Glass, and Prize Possessions. The budget for the 2014
296 Grand American is the same as 2013's Grand American budget.

297 The 501(c) (3) Advisory Committee Report was next on the Agenda. Treasurer Tom
298 Burkey, chairman of the committee, presented the report, and he stated that the ATA and
299 ATAA are in compliance with all IRS regulations.

300 The next item on the Agenda was the AIM Committee Report which was given by
301 Executive Director Gipson. The following AIM membership totals were presented by Executive
302 Director Gipson:

303 **Total Membership**

304

305 2/2011 02/2012 02/2013 Difference

306 1644 1803 2109 +18.5%

307

308 New to AIM (2013) New to AIM (2014) Difference

309 706 757 +7.2%

310

311 New to ATA/AIM (2013) New to ATA/AIM (2014) Difference

312 440 471 +7.0%

313

314 **Total Membership – By Zone: February Each Year**

315 Zone 02/2011 02/2012 02/2013 02/2014

316 Canada 1 1 3 4

317 Central 478 475 557 754

318 Eastern 104 113 147 194

319 Southern 550 623 732 788

320 Southwestern 405 477 529 615

321 Western 106 114 141 145

322

323 Zone New to AIM in 2013 New to Aim in 2014

324 Canada 3 2

325 Central 147 204

326 Eastern 40 56

327 Southern 268 271

328 Southwestern 179 186

329 Western 69 38

361 access to shells and targets which conform to ATA regulations. Executive Director Gipson is
362 making inquiries about possible ATA involvement in shooting in Australia.

363 President Roush called for a recess at 10:00 HRS.

364 The Meeting resumed at 10:15 HRS.

365 President Roush introduced Terry Heeg, Editor-in-Chief of *Trap & Field* magazine. She
366 praised the working relationship that her magazine has with the ATA. She briefly described the
367 procedure that needs to be followed by gun clubs when reporting winners at ATA registered
368 shoots. It was noted that accurate reporting is essential when calculating All American points
369 as well as winners of All American Point pins.

370 After thanking Terry Heeg for her outstanding work, President Roush requested that the
371 committee chairmen continue with their reports. Investment Committee Chairman Vice
372 President Morris stated that his report was covered by Treasurer Burkey in his Treasurer's
373 Report. President Roush stated that the Real Property Advisory Committee had no report at
374 this time.

375 President Roush announced that the Satellite Grand After-Action reports were the next
376 items on the Agenda. The Dixie Grand report was given by President Roush. The shoot was
377 held at the Silver Dollar Shooters Club in Odessa, Florida, from January 20 to January 26, 2014.
378 President Roush reported the following items:

- 379 ▪ The attendance was up 2% this year even though the shoot experienced bad
380 weather on Wednesday and Friday
- 381 ▪ The twenty-four fields with PAT traps and grounds were in good condition
- 382 ▪ President Roush worked at the classification desk every day but Wednesday.
383 There were no major classification issues at this shoot. He explained the new
384 category rule to several shooters as well as the procedure for determining points
385 pins winners. Several Senior Veteran shooters expressed their desire to have a
386 Super Senior Category. The viability of the Junior Gold category was questioned
387 by several shooters and delegates.

388 The last after action report was presented by Vice President Radway. The shoot was
389 held at the Tucson Trap and Skeet Club in Tucson, Arizona, from February 21 to March 2, 2014.
390 Vice President Radway reported the following items:

- 391 ▪ The attendance was down 2.64% over last year.
- 392 ▪ The grounds were in excellent condition. The forty-eight program traps were in
393 good repair.

- 394 ▪ The weather was fair throughout most of the shoot even though variable winds
395 existed throughout the Singles Championship. No snow was reported this year.
- 396 ▪ The shoot was conducted over eight banks except for the Singles Championship
397 which was held over ten banks. No undue delays occurred during the shoot.
- 398 ▪ Central Handicap members Danny McKenzie, Garry Hill and Phillip Vasquez were
399 in attendance and worked on the Handicap table.
- 400 ▪ A Western Zone meeting for delegates and alternate delegates was held on
401 February 28.
- 402 ▪ Vice President Radway worked on the Handicap table with members of the
403 Central Handicap Committee and maintained high visibility throughout the
404 tournament.
- 405 ▪ Several shooters had questions concerning category rules, All American points
406 shoots, and multiple categories for ladies.
- 407 ▪ Online average cards were well received.

408 President Roush called for a recess at 11:00 HRS. He requested that members of the
409 Executive Committee go to the main club house at the Silver Dollar Shooters Club in order to
410 have lunch and to meet and greet shooters attending the Southern Grand.

411 The Meeting resumed at 13:45 HRS.

412 President Roush requested Executive Director Gipson to present his Office Report to the
413 Executive Committee. The following items were covered in his report:

414 ▪ **SHOT SHOW** – President Roush, Emily Zollner and Executive Director Gipson
415 attended the Shot Show, January 13-17 to call on sponsors. Despite efforts to try to get the
416 ATA’s sponsors to make a 2014 commitment prior to the show, the ATA staff had 18
417 appointments over the three days they were there. Regretfully Briley will not return as a
418 sponsor because the ATA’s efforts to promote the small gauges did not meet their wishes.
419 NSSF will not return due to their anticipation of needed funds for upcoming legislative efforts.
420 Precision Fit Stocks will not return. The ATA is still waiting on decisions from Cabela’s, Red Ring,
421 Negrini Case and Graco Industries. New sponsors this year are MEC Reloaders/Traps, FMG
422 Publications, Guns Unlimited, Zoli International and the City of Sparta.

423 ▪ **PGA SHOW, ORLANDO** – Jamie Brand and Executive Director Gipson travelled to
424 Orlando (and back in one day) and met President Roush on January 22 to view the product line
425 of Sterling cut Glass. Joey Hill (E-Z-Go) picked them up at the airport, and Hayley Hill of Sterling
426 devoted a great deal of her day to them. They picked up on a lot of new ideas for trophies
427 which Jamie will use this year. They also visited with representatives of Prized Possessions, a
428 trophy manufacturer from the Boston area which the ATA is using this year.

429 ▪ **TROY KUEKER** began employment with the ATA on January 6. Troy is a Sparta
430 native and has a background in marketing, promotion and some IT. Troy has made a
431 tremendous difference. Kurt Brehm can now concentrate on IT issues. Troy is editing the
432 Grand American and Satellite Grand programs, soliciting banner ads on the ATA website,
433 maintaining our social media pages and helping Emily Zollner keep sponsorship and
434 promotional information current. Troy is very creative graphically and has filled the need that
435 Shawn's departure created. Emily has taken on the responsibility of monitoring Kurt's progress
436 on IT issues and helping however she can. Troy and Emily will be attending a two day MS
437 Access workshop in March at the University of Missouri-St Louis which was a prerequisite to the
438 one day SQL workshop that will follow. The goal is for Troy and Emily to be able to help Kurt
439 with the demand for SQL queries. Both the ATA Central Database and the Grand American
440 software are SQL based.

441 ▪ Michael Howell explained the new 401k plan to the staff in January. The change
442 in the plan has only resulted in participation by one more employee (Lynn, Katy & Kathy).

443 ▪ Elisa Carr was released from employment on December 27. Eli devoted the
444 majority of her time to PayPal memberships and other membership duties. PayPal is no longer
445 used and the remaining membership duties have been absorbed by other staff members.

446 ▪ The ATA's fully depreciated copy machine was in need of repairs totaling over
447 \$3,000 in December so the ATA staff moved the newer copier from the shooting complex to the
448 offices and bought a used copier for \$1,000 to be left and used at the complex.

449 ▪ The fully depreciated Pitney Bowes postage machine was nine years old and
450 carried monthly maintenance agreement costs of \$276, so the ATA has ordered a new postage
451 machine (\$4,700) which will carry a monthly maintenance agreement cost of \$80.00.

452 ▪ Overall office morale continues to be high and attitudes are positive. The staff
453 members combine efforts when necessary to complete a common task, and help each other
454 when work volume varies. Staff member's birthdays are celebrated with pot luck lunches at the
455 office and most recently a staff bowling party was organized for a Friday evening.

456 With the unanimous consent of the Executive Committee, Executive Director Gipson
457 announced that White Flyer Targets has signed a contract with the ATA to provide targets at
458 the 2014 Grand American, and Gamaliel Shooting Supply has signed a three year extension to
459 supply shells for the Grand. Both of these entities were cited as providing outstanding service
460 to the ATA and its members.

461 Executive Director Gipson gave the following IT Report:

462

463

464

IT REPORT

465

466 **Central Database Update Phase I, II & III**

467 Phase I and II are complete and Phase III is underway. Below are the updates included in Phase
468 III.

- 469 a. Create an auditing system to track when and by whom changes were made to
470 records in the application
- 471 b. Add a way to track current and prior coaches
- 472 c. Allow for data export files to automatically run and upload to FTP
- 473 d. Create a gun club login on shootata.com website that will allow members to
474 perform the following actions:
- 475 ● Upload recent shoot Trophy results
 - 476 ● Manage shoot results and upcoming programs
 - 477 ● Manage gun club information such as address, officers, number of fields,
478 etc.
- 479 e. Move aim4ata.com to asp.net
- 480 f. Create a coach login for the AIM website to perform the following actions:
- 481 ● Manage teams
 - 482 ● Register for shoots
 - 483 ● Submit scores for shoots
- 484 g. Display league targets on shootata.com shooter information center. (Done)
- 485 h. Create forms on the website for members to be able to fill out and submit
486 electronically such as yardage refusals, code requests, and average card requests
- 487 i. In the shooter information center on the website, display when a shooter is
488 unpaid by the selected target year. (Done)

489 The scheduled date for Phase III completion was March 13th but has been moved back due to
490 other high priority issues.

491 **ATA Website**

492 The ATA has been working hard at keeping the website up to date and are continuing to make
493 improvements. They have updated some of the functions in the Shooter Information Center
494 including adding Banner ads and an All American Listing.

495 One of the main complaints about the website has been overall speed. This was caused by the
496 fact that the website was being hosted in Kansas City, but all the data for the site was located
497 here in Sparta. So when a user made a request to the website it went to KC, to Sparta, and
498 back to KC. To fix this, the ATA moved the data for the website to the host server in KC. So
499 now, the only data that the site has to gather from our server in Sparta is shoot information and
500 scores. By doing this, the users have seen a great improvement in the speed of the site. The
501 ATA is also backing up all the website data with our Carbonite backup in order to make sure the
502 ATA has a copy of all data.

503 The ATA is also reworking the way our website handles passwords and updates information for
504 users. The ATA is improving the way a renewing member processes his payment.

505 **ATA Database Offsite Backup**

506 The ATA's offsite backup from Carbonite is up and running. It has a yearly cost of \$600 and
507 protects the ATA from losing any shooter data.

508 **GADS**

509 Stan Stramel of CompuTech Business Solutions has been working on updates for the GADS
510 software and the ATA will be testing these updates at the Southwestern Grand. The majority of
511 the updates deal with the reporting and squading functions. These should greatly improve the
512 speed at which shoot information is posted for the public.

513 Presquad-Presquading has been updated to allow shooters to correct their yardage if they have
514 received a punch or declined a reduction that has not yet been recorded in our database. This
515 should solve many of the issues the ATA had with shooters presquading at incorrect yardages.

516 On March 14th the Presquad for the Southwestern Grand will open to the public. Troy Kueker
517 and Executive Director Gipson have been packing all the equipment needed and making sure
518 the ATA staff has everything ready. Sandra McAllister will also be coming mid-March to test the
519 recent updates to GADS. At that time, the ATA staff will double-check its equipment list with
520 her.

521 A Social Media Report was presented next by Executive Director Gipson. He stated that
522 the ATA maintains two separate Facebook accounts, one dedicated to the ATA and the other
523 for AIM. Since January 1, 2014, ATA Facebook Page likes have increased 17%. The jump in new
524 "likes" for the ATA Facebook page is due mainly to the activity on the page and the types of
525 posts that are made to the page. In doing research for this page, it was found that most people
526 who "liked" the ATA Facebook page are online between 6 PM and 9PM and that they prefer to
527 see posts with photos or web links over plain text posts. Taking these findings into account,
528 and playing to those statistics, the ATA Facebook page has seen a huge jump in the reach of
529 each post on the page.

530 The following items were discussed by Executive Director Gipson in his Marketing
531 Report:

532 ● **Grand American Advertising**

533 The marketing team, along with the Executive Director, is working to assemble a
534 marketing and advertising strategy to promote the 2014 Grand American to
535 shooting and gun enthusiasts and their families in the St. Louis Metro, Southern
536 Illinois, Southeastern Missouri and Northern Kentucky areas. This plan will
537 hopefully incorporate newspaper, radio, television, billboards and more. The
538 completed strategy will be completed and implemented by May 1.

539 ● **Promotion of the ATA & Programs**

540 The ATA developed, designed & distributed a brochure promoting and describing
541 Big 50 and Registered Leagues. This brochure was sent to all Delegates and
542 Secretaries, Barry Roach, new and returning gun clubs, and is featured on our
543 website for download.

544 The ATA developed, designed & distributed a new membership information
545 brochure that will be sent in each gun club packet is available for download on
546 our website.

547 The ATA developed, designed & distributed a brochure that adapts the Intro to
548 Trapshooting document into an easy to read resource for new shooters. This
549 was sent to gun clubs, Delegates and Secretaries, will be included in new
550 member packets and is available for download on the ATA website.

551 The ATA has been maintaining a presence in the magazine scene as well as
552 online. The ATA currently submits ads to *Trap & Field* magazine monthly and
553 *Trapshooting USA* six (6) times each year. These Ads focus on things like the golf
554 cart raffle, AIM sweepstakes, Grand American Camping, Big 50, Registered
555 Leagues and more.

556 ● **Grand American Goody Bag Advertising**

557 AIM and the ATA will give away goody bags to all shooters when they classify at
558 the AIM Grand Championships and the Grand American. If Grand sponsors will
559 agree to give materials to include in the bag, the ATA will then sell other 8.5" X
560 11" pages of advertisements to local and regional businesses. This will be a
561 revenue generator to help defray the costs of the goody bags and potentially
562 result in a profit.

563

564 The following items were discussed by Executive Director Gipson in his Membership
565 Report:

- 566 ● Most of the updates for the membership portion of the Masterpiece Software
567 project are complete
- 568 ● The 2014 average cards were mailed to an outside vendor at the end of October
569 2013. The members who have elected to print from the website do not receive
570 an average card in the mail. However, several members still request a mailed
571 card from the office.
- 572 ● The five complementary membership coupons were mailed mid-October to all
573 active ATA gun clubs. Along with the mailing, the ATA included information for
574 the complimentary first time annual membership for an AIM parent.
- 575 ● In the first week of every month, the ATA mails out letters to members that have
576 shot in the current target year, but have not paid 2014 dues. About two weeks
577 later, a letter is sent to the originating club, state secretary and state delegate
578 for those that are still unpaid.
- 579 ● Repairs to one of the plastic card machines are nearly complete.

580 It was reported by Executive Director Gipson that on November 18, 2013, the ATA
581 mailed a letter to 257 gun clubs that did not host a registered shoot in the 2013 target year.
582 These letters have been mailed three times since November. A packet was also mailed to 737
583 non-ATA trap clubs located on claytargetsonline.com. As a result of these efforts, the ATA has
584 received numerous inquiries from club managers requesting information on the procedure to
585 become an ATA Gun Club.

586 The Grand American Camping Report was the next item covered by Executive Director
587 Gipson. He stated that in the past few years the ATA has sold out all Premium and Standard
588 campsites. These sites offer the amenities of water, sewer, and electric. The electric only sites
589 are the sites that the ATA has trouble filling, and hence, the ATA has developed a marketing
590 campaign to promote these sites.

591 The Grand camping breakdown is as follows:

592	<u>2014</u>	<u>2013</u>
593	Premium Sites: 98% filled	Premium Sites: 85% filled
594	Standard Sites: 89% filled	Standard Sites: 90% filled
595	Electric Only Sites: 18% filled	Electric Only Sites: 24% filled

596

597 Vice President Wayne Morris initiated a discussion of Satellite Grand contracts for the
598 2015 target year. He proposed that the host club provide a Lewis option on at least one of the
599 three championship events in order to raise money for the Gun Club Fund. Entry in this option
600 would cost the participant a minimum of \$20 with half the entry fee being paid back to the
601 shooter as a Lewis option and the other half being returned to the ATA to support the Gun Club
602 Fund. It was the unanimous decision of the Executive Committee to require this option
603 requirement in all Satellite Grand contracts.

604 President Roush asked members of the Executive committee if they should establish
605 certain requirements in order to hold a Satellite Grand. It was noted that existing Grand
606 tournaments would be exempt from these requirements. Among the requirements discussed
607 were the following:

- 608 1. Host club must have a minimum of twenty trap fields
- 609 2. The tournament cannot be held during the months of June, July and August
610 because of state shoots
- 611 3. Limit the number of Grand tournaments per zone
- 612 4. Limit the total number of Satellite Grand tournaments
- 613 5. Limit the tournaments to shoots that have a minimum number of participants

614 After a lengthy discussion on this matter, no action was taken by the Executive
615 Committee at this time.

616 President Roush called for a recess at 17:00HRS.

617 The Meeting resumed at 9:00 HRS on March 18, 2014.

618 President Roush initiated a discussion on the contribution, if any, the ATA would make
619 towards the construction of a new Trapshooting Hall of Fame. Ex-Officio Wagner, who is a
620 trustee of the Trapshooting Hall of Fame, agreed to investigate the aforesaid project and make
621 a report to the Executive Committee. This matter was tabled until the next Executive
622 Committee meeting in August.

623 President Roush announced the following committee appointments for the remainder
624 of the 2014 Term.

- 625 ● Troy Kueker would fill the vacant Marketing Manager position
- 626 ● Troy Kueker would replace Kurt Brehm on the Grand Program Committee
- 627 ● Troy Kueker would replace Kurt Brehm on the Website and Communication
628 Committee

629 Subsequent to further review and discussion and upon motion of Vice President Morris
630 with second of Vice President Taylor and following the President's call of the question, with no
631 further response, it was unanimously:

632 **RESOLVED**, that all recommendations, appointments and/or special assignments to the
633 offices and/or committees of the Amateur Trapshooting Association (ATA) and the Amateur
634 Trapshooting Association of America (ATAA), made by President Roush are hereby ratified,
635 adopted and/or confirmed, as required, for the remaining 2014 Term, and until their successors
636 are hereby duly qualified.

637 President Terry Roush ended the discussions stating that the Executive Committee
638 would meet again at 9:00 HRS, CDT on August 4, 2014, in Sparta, Illinois at the World Shooting
639 and Recreational Complex.

640 **FOR THE GOOD OF THE AMATEUR TRAPSHOOTING ASSOCIATION**, President Roush
641 called for the presentation of further business, with no response and subsequent to reviewing
642 the MEETING AGENDA and polling the Executive Committee members, it was determined that
643 there was no further business to properly come before the Executive Committee at the
644 *Regularly Scheduled and Continuing Meeting*, and on unanimous concurrence of all Executive
645 Committee members present, this Regularly Scheduled and *Continuing Meeting of the Amateur*
646 *Trapshooting Association* will stand adjourned at 10:30 HRS on March 18, 2014.

647 **RESPECTFULLY SUBMITTED:**

648

649 **CERTIFICATION:**

650

651 I, Hunter H. Galloway III, Corporate Secretary of the Amateur Trapshooting Association
652 and recording for the Executive committee, hereby certify that the foregoing **MINUTE RECORD**
653 is substantially accurate and complete, subject to edification of the Executive Committee as a
654 whole.

655 The undersigned duly appointed Corporate Secretary of the Amateur Trapshooting
656 Association, further certifies:

657 ▪ Notice of this *Regularly Scheduled and Continuing Meeting of the Executive*
658 *Committee of the Amateur Trapshooting Association*, commencing March 16, 2014, in Odessa,
659 Florida was properly given.

660

661

662 ▪ At the meeting(s) of this *Regularly Scheduled and Continuing Meeting of the*
663 *Executive Committee of the Amateur Trapshooting Association*, a quorum was constituted in
664 accordance with said Notice.

665

666 By: _____, Secretary

667 Hunter H. Galloway III

668 **AMATEUR TRAPSHOOTING ASSOCIATION**

669

670

671

672

673

674

675

676

677

678

679

680

681

682

683

684

685

686

687

688