

**USA SHOOTING**  
**BOARD OF DIRECTORS CONFERENCE**  
**February 18, 2016 – 1:00 Mountain Time**  
**MINUTES**

1. Call to Order President Lally
  - 1.1 Meeting called to order at 1:03 p.m.MT
  
2. Roll Call Kevin Neuendorf
  - 2.1 BOD Member absent: Wray, Willing, Hein, Behrens
  
3. Approval of January 26 Conference Minutes President Lally
  - 3.1 Motion was put forth to accept minutes, seconded. No opposition, no abstentions.
  
4. Old Business
  - 4.1 Section 10 Update: Blue Ribbon Panel Mitchell/Weeks
    - 4.1.1 Tom James has completed draft bylaws and sent out for review. Few suggested changes, but will be minor. Response due February 19. Plan is to finalize document for Blue Ribbon Panel to make their final recommendations.
  
  - 4.2 South Wing Office Renovation Bob Mitchell
    - 4.2.1 Working with USOC to figure out best overall plan. Currently in planning/design stage. Will solicit bids but project is pending 2015 financial reports. Desire is to accomplish renovation with 2015 operating surplus.
  
5. New Business
  - 5.1 Financial Update – 2015 Summary Karie Wright
    - 5.1.1 Not quite the year-end we expected. Forecast \$190,000 surplus. Auditor is making final adjustments. Bunker Club's Athlete Endowment donations when subtracted reduces operating surplus. Audit in progress. Some expenses incurred which Controller was not aware and were not included in prior forecasts. Additionally, USOC Direct Athlete Support was overspent in both medal rewards and stipend grants with those expenses a USAS responsibility.

5.1.2 2016 just getting started. Budget discipline breakout provided for March meeting.

5.1.3 Direct Marketing Bob Mitchell  
Did well in 2015. Surplus over forecast of \$30,000. Newport results do not quite match our financials and will reconcile differences. 2016 appears to be off to a slow start; however, shortfall from budget is due to variances in 2015 carry-over income. More November/December campaign revenue was received in 2015 with less carry over to 2016. Mail delivery is a significant factor here. Very good list rental revenue in 2015 and expect that to continue and perhaps increase in this election year.

5.2 Marketing Update Bob Mitchell

5.2.1 Mule Deer Foundation unanimously elected Rob Weekes to their Board of Directors. Shows confidence with that relationship.

5.3 March 12 Meeting Notice & Bylaw Amendments Bob Mitchell

5.3.1 Bylaws call for amendment proposals to be included with the meeting notice. The Bylaw draft is under development but not available to be included with the meeting notice likely published tomorrow. The Bylaw proposals will be provided as soon as available. Motion made to allow exception to the requirement of providing bylaw amendments in original meeting notice. This is a one-time exception. No discussion, no opposition, no abstentions with motion passing unanimously.

5.4 Approval of Olympic Team Leader Bob Mitchell

5.4.1 Section 14 of our Policies and Procedures calls for the ExCo to appoint the Olympic Team Leader. As Director of Operations and supervisor of the national coaches Dave Johnson is recommended to serve as Team Leader. USOC endorses Dave's appointment. No discussion. Dwayne Weger as served as Team Leader the past two Olympics and has done a great job. Following discussion, it was agreed between Dwayne and staff that it is most appropriate for Dave Johnson to serve in this role. Motion made; no discussion; motion passed unanimously.

6. Other New Business President Lally

6.1 National Sporting Clay Cup. USAS requested to sign an agreement for support of \$126,000 based on a sell-out of 100 teams. Revenue and expense forecast provided. Event could net \$323,000 for USA Shooting. Unanimous consent was given to support the event.

6.2 Coach Academy to be launched March 1. Much work to bring on line with a lot of volunteer effort. Very high quality program. Program will provide

excellent training for USA Shooting coaches. Also an opportunity for revenue generation for international participation. Compliments to Michael Theimer for his work in getting it off the ground.

6.3 Barnett Consulting that manages our member/event database is moving away from the NGB sport business. USOC has said they will host the Railstation database on their servers. Temporary fix. Moving to another provider can result in Database fees increasing three-fold. Attended presentation by Sport 80 which offers a comparable platform at relatively the same cost. Still determining best approach moving forward.

6.4 Amber English asked BOD to more specifically address Direct Athlete Support for 2016. Mitchell states that communication and criteria has been provided all involved athletes with email follow-up to directors after last month's conference. Mary commented by her phone connection was poor and she could not be understood.

It was noted in the March 12, 2016 meeting that English and Weeks requested additional clarification and increased objectivity to the DAS stipend grant program for 2017

7. Adjourn

President Lally

Motion made and passed to adjourn at 1:40 p.m.