

# MSA Shotgun Board of Management

## November 15, 2011

Meeting was called to order by Hugh Russell.

**Attendance:** Board members present were Max McCart, Hugh Russell, Kimberly Stafford, and Shane Warnick. Members present were Reis Ritz, Paula Ritz, Robert Scroggs, DiAnn Mehl, Debra Whitson, Terry Head, Shelley Head, Kaye Mauldin, Max Mauldin, Stephen Snyder, John Nobles, Pete Kennedy, Ryan Calhoun, Gary Long, Deane Durham, John Drissel, Brent Compton, Keith Rogers, and Mike Hall.

**Minutes:** The minutes from the August 16, 2011 meeting were reviewed. Hugh Russell made a motion to accept the minutes. Kimberly Stafford seconded. The motion passed.

### **Old Business:**

**Mowing:** The Board feels that the range is being adequately maintained. However, Paula Ritz mentioned that she would like to see the entrance to the range maintained better for aesthetics.

**Private Club:** The range is still listed as a public facility on some websites. Kimberly Stafford stated she e-mailed Kayla to remind her to correct these listings.

**Guest Policies:** Reis Ritz discussed this matter with our accountant. We need some type of record of visitors to the range. He stated there is a percentage of income regarding non-member income. Reis stated he will sit with the accountant to get clarification of these rules. The Board will revisit the issue when we have this information available.

**Inventory List:** This task has been completed. The insurance policy has been adjusted to reflect a current accounting of range property. Jim Stansbery has the information from the insurance company.

**New Business:**

**Capital Projects:** Considering the financial situation of the range, the Shotgun Board of Management will not present any capital projects to the members for fiscal year 2012-2013.

**Sign at Entrance:** The Board discussed putting up a new sign at the entrance. It was suggested that the new sign needs to be lighted. Reis Ritz said there are trees that need to be cut back.

**Target Prices:** Hugh Russell stated that the revenue from practice targets should be coming to MSA. Max McCart stated that targets prices are set by the concessionaire. He also asked if MSA would pay for the targets. Hugh Russell stated the full Board needs to discuss the matter. Kimberly Stafford stated the Executive Committee should address the issue. Stephen Snyder asked if there was any accounting for the number of targets used at the shotgun range. Reis Ritz read the compensation portion of the concessionaire's agreement. Shane Warnick asked the Board to show him where the concessionaire's agreement states that Keith has to load the machines for practice rounds. Kimberly Stafford read section 4.1.f. of the agreement and stated we pay Keith Rogers \$32.50 of every membership to operate the range. Max McCart stated that he heard that Pete Wren did not keep the machines loaded when he was the concessionaire. Deane Durham stated that he expects the machines to be loaded when he comes out to shoot. He went on to state that the machines were always loaded when he came out to shoot when Pete Wren was the concessionaire. He went on to say that the concessionaire should be reimbursing the club the difference between what he charges members to shoot practice targets and the cost of the targets. Hugh Russell reiterated Deane's point. John Nobles asked how breakage/waste would be handled. There was some discussion regarding the lack of revenue generated by the shotgun range and whether or not that was ever the intent. Stephen Snyder stated that was obviously the intent according to the concessionaire's agreement and practice targets. A member asked why this was a problem. Kimberly Stafford stated we have a club of over 3000 members, of which a very small percentage uses the shotgun range. She went on to state an overwhelming majority of the income of MSA is generated at the R&P range and an overwhelming majority of the expenses are incurred at the shotgun range. Kim

stated the new treasurer, Paula Ritz, has cleaned up the financials and presented them in a format that any member can understand. She said that every meeting of the last year (full Board, Board of Management, and member meetings) at least one member has complained about the allocation of resources of the range, specifically, how much money is being spent at the shotgun range. She stated the Board would not be doing its job if we did not address this issue. She reminded everyone that we are all friends and this has put us all in a very difficult position and made all the members of the Board very uncomfortable. Kim said we need to make the hard calls and address the concerns of members. Max McCart stated we need to separate the ranges. Reis Ritz said no one has been able to tell him how many targets have been thrown at the shotgun range and that we have paid out \$100,000 to a concessionaire. Kim stated that is why we are having this discussion. We need to create a revenue stream at the shotgun campus. Deane Durham made the point that we are not trying to create a profit but fund capital projects. Kim stated we need to improve our infrastructure. Paula Ritz read the financials. Reis stated the member roster shows about 3000 current members and the shotgun range members total 240 members and there are cross-over members that cannot be accounted for but he thinks that only 15% to 20% of the members use the shotgun range and 67% of the expenses are incurred at the shotgun range. One member stated that he doesn't doubt the numbers because the people that shoot pistols can't afford to shoot shotguns. Hugh Russell stated we are putting a lot of money into the shotgun range with no return. Another member suggested the range require members purchase targets from the club at the R&P campus to generate revenue. Hugh said that as directors we are responsible for the concerns of all members and that we aren't doing our job if we don't address these issues. Kim stated it would be irresponsible of us not to address this and she acknowledged that it's not comfortable nor is it fun, but it must be done. She went on to state that the Executive Committee needs to meet to address this issue. Hugh Russell thinks this would be a good idea.

**Adjournment:** Kim Stafford made the motion to adjourn and Hugh seconded. The motion carried.