

Agenda

Quantico Shooting Club Membership Meeting

9/18/2010
Quantico

Meeting called by: Dick Jones, President @ 0805

Note taker: Luis Eljaiek, Jr., Secretary

Attendees: Joseph Rivera, Lonny Evenson, Charles Phillips, Vern Wall, Bill Bryan, Don Sawyer, Lorne Cooper, Shannon Zeigler, Harry James Ruffle, James Bailey, Jim Stoll, Earl Basher, Edwin Putnam, David Zlowe, David Dye, Brian Metz, Gene Seymanski, Richard Pethtel, Brian O'Connor, Michael Wallace, Rita Ponterio, Russ Fisher, Chuck Nesby, Alonso Abugattas, Scott Litten, Kemper Mills, David Conrath (Treasurer), Marco Soave (Vice-President), Steve Mullins (Board Member @ Large), Timothy Stumpf

Agenda topics

Treasurer's Report

Revenue Projections for matches

MOA status

Bylaws status

Web design status

RSO Positon Paper

Thursday Night Skeet League

Range Priorities

Membership Stewardship

Official Communications Resolution

Old Business

New Business

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Agenda topics

Treasurer's Report

Discussion: Currently, QSC has \$22,191 in its checking account, with a total asset value of \$27,944. As of this meeting, QSC has a short-fall in revenue of approximately \$869 per month. Membership Dues is the largest revenue source. The Membership roster is approximately even with last year at this time. Revenue total for the last 12 months is \$57,919. The total revenue for the calendar year 2009 was \$66,474. A comparison of these two figures shows that QSC must gain \$8555 by the end of the year simply to break even. QSC has not increased annual dues in the last two years. QSC operating costs continue to increase. The financial impact to the Club imposed by the new MOA is uncertain, but will be known within a month.

Conclusions: Dues probably will increase, but until the MOA is signed, the BOD can not predict by what amount. It is assumed that membership will increase as a result of the upcoming revision to the web-site. However, the MOA will still limit membership to 2/3 Regular Members and 1/3 Associate Members. This ratio, and the 60 mile radius limitation are obstacles in increasing civilian membership. Attendance at matches is increasing gradually, but not to the point of providing meaningful profits.

Action items: The BOD will discuss an increase in dues once the MOA is signed. A Membership drive and match advertising and awareness through the new website will increase membership dues and Match profits.

Person responsible: BoD

Deadline:
Next
member
meeting

Revenue Projections for matches

Discussion: Our club charter, stated in the MOA, dictates we must hold competitive, civilian matches for the benefit of USMC rifle & pistol teams. As of this year, only one private entity aboard MCB Quantico can sponsor civilian matches, and as of this writing, Quantico Shooting Club is that entity. Next year, the goal of the Club is to hold 2-3 matches per month (rifle, pistol and shotgun). The gross, match revenue of 100 shooters per month will be greater than \$6000, with the net dependent upon the fixed and variable costs incurred. The fixed costs are such expenses as the range fees, the line caller, the pit boss, stats, etc. Variable costs include refreshments, pit-pullers, score cards, awards, etc. It is hoped that much of these costs can be controlled through the use of QSC volunteers. Keeping these expense items in mind, the net to the club to offset our day-to-day operating costs could yield from \$1500 to \$2500 per month. Dick Jones discussed other cost control measures such as OIC and RSO's and the office staff being EMT certified. The new MOA will impose one range fee for all open ranges on any given day aboard the Calvin A. Lloyd Range Complex, vs. the existing shooter-day fee. All match directors will be responsible to include this range fee as an operating expense for each match. Since other ranges will be open for recreational fire during matches, this stipulation will reduce the Club's overall operating costs.

Conclusions: QSC needs to increase the number of matches, include other disciplines such as pistol, increase match attendance, and develop a cadre of volunteers to help run matches.

Action items: QSC needs a pistol director ASAP to gather volunteers and organize pistol matches. The Match XO's goal is to hold two pistol matches prior to year's end. Dick Jones will follow up with Major Fein on OIC clarification.

Person responsible: BoD to put out notice for pistol match director. Dick Jones on OIC

Deadline: ASAP

MOA status

Discussion: Dick Jones discussed the various points of the MOA pending. Captain Nesby asked for a time period to ratify the MOA, likely at a special member meeting. The Range 14 complex, specifically 14C, was discussed with respect to the issue of live ordnance.

Conclusions: Once MOA ready for QSC members; Dick Jones will call special membership meeting.

Action items: Dick Jones to follow-up on MOA and then schedule special meeting

Person responsible: Dick Jones

Deadline: when MOA is received from USMC

Bylaws status

Discussion: Nothing can be done to modify or change the Current Bylaws until MOA is signed. At this time David Zlowe presented the Audit review in great detail. The report is extremely valuable to the club. The Club membership dues have not increased since 2008. At the current pace, QSC will be financial out of operating funds by 2012. There was discussion on donations as a way of increasing revenue without increasing membership fees. There was also discussion on other club models like the Izaak Walton League (IWL) in that members pay an increase in their membership fee in lieu of performing volunteer activities that benefit the club. In the end after much discussion and a motion by Shannon Zeigler, with a second by Harry Ruffle, the membership voted yes with one no with respect to a "Sin Tax". The BoD will direct a Task Force to provide recommendations on the various models discussed. Harry is the Task Force Chair, Shannon to help.

Conclusions: Bylaws revision depends on the pending MOA. Sin Tax Task Force is to gather information and present to the BoD

Action items: After MOA signed bylaws review/ratify. "Sin Tax" Task Force.

Person responsible: BoD on bylaws. Sin Tax Task Force led by Harry with Shannon's help.

Deadline: TBD

Web design status

Discussion: Luis discussed the current concept including navigation links, items to be included in the links, and the concept of one calendar with all events and disciplines. There was discussion on developing a forum, on-line match registration, on-line membership renewal, database information, distribution of information and time dependent communications. It was re-affirmed that the new design is not costing the club any funds up to a point. The most important step is a new look, easier navigation and ease to update/change/add content. More to follow as this unrolls.

Conclusions: Web design is a key to the success of QSC for many of the reasons cited

Action items: Continue to a beta test ready version then the membership will review. The BOD will appoint "experts" to review particular rifle, pistol, and shotgun information areas.

Person responsible: Luis is working with Afshin on the web site.

Deadline: ASAP

RSO Positon Paper

Discussion: To be discussed at a later time

Conclusions:

Action items:

Person responsible:

Deadline:

Thursday Night Skeet League

Discussion: Marine's have asked for a noon-time opening of ranges at least once per week. QSC could open pistol and shotgun at noon, closing pistol at 1400 & keeping shotgun open for the Thursday Night Skeet League. In theory there would be one fee to include both pistol (1200 to 1400) and shotgun (1200 to 1700).

Conclusions: Membership in approval of the concept but no formal voting done as more information needs to be gathered in order for members to review and vote.

Action items: Need greater transparency and details

Person responsible: Dick

Deadline:
TBD

Range Priorities

Discussion: #1 – Marines, #2 – Matches, #3 – Training, #4 – Recreational Fire

Conclusions: n/a

Action items: n/a

Person responsible: n/a

Deadline:
n/a

Membership Stewardship

Discussion: There was general discussion on the existing members and potential new members. The common theme of dues increase, volunteer work vs. hiring others (i.e. persons to run matches), and 60 mile radius all impact the club financially. The concept of “Friends of QSC” was raised.

Conclusions: Much depends on the new MOA and waivers to follow

Action items: BoD to discuss after MOA	Person responsible: BoD	Deadline: after MOA finalized

Official Communications Resolution

Discussion: Resolution read by Dick Jones who indicated the need and transparency of having this resolution. Motion to accept by David Zlowe and second by Russ Fisher. Vote was unanimous.

Conclusions: New resolution for official communications adopted

Action items: none	Person responsible: none	Deadline: none

Old Business

Discussion: None

Conclusions: n/a

Action items: n/a	Person responsible: n/a	Deadline: n/a

New Business

Discussion: None

Conclusions: n/a

Action items: n/a

Person responsible: n/a

Deadline:
n/a

Respectfully submitted by

Luis F. Eljaiek, Jr.
Secretary, Quantico Shooting Club
September 28, 2010