

BOARD OF DIRECTORS MEETING

September 11, 2021

ATTENDEES: Avery Fitzgerald (Nephi), Dennis Olszewski (Heber), Sean Hawley (Vernal), Gene Wilson (Helper), Kiersten Dumas (Spanish Fork); Zachary Foster (AIM)

ABSENT: Purgatory, Lee Kay, Golden Spike, Ogden, Tooele, Bryan Duvall (President), Steve Ottesen (Vice President)

OFFICERS: Stacy Hawley (Treasurer), Vicki Skelton (Secretary), Chris Kinder (President-elect), Kelly Brinkerhoff (co-Vice President elect), Austin Kinder (co-Vice President elect)

GUESTS: Brandi Fitzgerald, Stella Wilson

The meeting was called to order at 3:00 p.m. and roll was taken.

Vicki summarized the minutes from the last in-person Board meeting held at Spanish Fork Gun Club on April 17, 2021, as the BOD meeting held in June was conducted by email where 2021-2022 shoot dates were picked/approved.

Stacy approved the minutes; Kelly seconded. The minutes as outlined were unanimously approved by the Board.

Stacy gave a brief finance report pertaining to money in/money out at the State Shoot. At the beginning of the 2020-2021 target year there was \$54,469 in the bank. At the beginning of the 2021-2022 target year there was \$55,798, for a net gain of \$1,329. Stacy will give a more detailed accounting at the next meeting.

Chris approved the financials; Kelly seconded. The financial report as read was unanimously approved by the Board.

A lengthy discussion ensued here about getting the State Shoot program out much sooner so as to attract more shooters. It was agreed the program, without ads, could be posted as early as January or sooner to the USTA website with a few still to be determined (TBD) highlights that can be filled in when known. We want to return to the smaller book size and possibly print without ads to cut down on printing costs. Advertisers could be recognized as last year on a mural-size poster Stacy had created for the State Shoot, or we could eliminate advertising altogether (see paragraph below where this is discussed). Getting a "save-the-date" postcard was highly recommended with an email address to contact if a physical copy of the program is requested. Vicki mentioned through the secretary portal on the ATA website she can send out an email to all Utah shooters (who have email addresses registered with the ATA) and possibly attach the program or at least provide a link. Vicki will check whether she can contact shooters in other states as well. Sean volunteered to take postcards to all the spring shoots he attends around the country and postcards can also be distributed to each club in the state.

Ed Wehking wrote an article for the September Newsletter on the USTA website regarding the 2021 Grand American. He followed that up with a commentary Vicki read at the meeting outlining the ATA

Board of Directors meeting held via Zoom (due to Covid) on August 28. These actions on Ed's part fulfilled his role as Delegate.

Sean made the motion to provide Ed with a check for \$1,000 delegate fee; Kelly seconded. The Board unanimously approved paying Ed \$1,000 for his role as Delegate. Stacy will cut a check when the new President is added to the Mountain America account to provide a second signature.

Vicki read an email provided by Byron Nielsen (2019 USTA Treasurer) regarding the IRS revoking the USTA's 501(c)(3) tax exemption status. Byron has submitted an appeal around the fact the exception was revoked in error as explained in a November 18, 2018 letter from the IRS itself. The appeal is ongoing and could take six months to be resolved. If the IRS rejects our request, the USTA will have to file appropriate tax returns and then re-file for 501 tax exemption. Stacy will follow up with Shelley & Shelley to make sure they are on top of everything and to see if they are waiting for a decision on the appeal before filing the 2020 taxes. Stacy will give an update at the next meeting. Dennis explained to the group the difference between non-profit and 501(c)(3). A non-profit is a non-profit; a 501(c)(3) simply means that you can take in money and that money can be taken as a deduction under older rules (newer rules are more strict). You can be a 501(c)(4) or (5) and still be a non-profit. The monies that are donated to a 501(c)(3) are deductible; the others are not. In Dennis' opinion, it is highly likely if you are a (c)(3) as a gun club and get revoked, you may not get the status back. Dennis said Heber formed a separate 501(c)(3) and that 501(c)(3) strictly donates to the gun club (as in the bylaws). You can do that very quickly if you don't take in any more than \$50,000 a year. If the USTA loses its 501(c)(3), we may consider this route. You can't have the same officers serving both organizations – they have to be completely independent of each other – but the money could flow back to the USTA and can still get the deductions.

Kiersten approved the memo as read; Sean seconded. The Board unanimously approved incorporating the memo into the minutes.

There was a discussion about switching CPA's, as it is felt the current CPA (Shelley & Shelley) is not doing an adequate job, especially as it relates to 501(c)(3) status. Nothing was voted on as we will be comparing rates of CPAs, paying particular attention to a CPA who specializes in non-profit organizations or has non-profit organizations as clients.

Chris Kinder, Kelly Brinkerhoff, Austin Kinder, and Stacy Hawley were then unanimously seated as the USTA 2021-2022 officers, respectively, and the floor was turned over to Chris.

Chris' first order of business was shoot dates for next year. Vicki handed out copies of 2021-2022 shoot dates. A few dates were in question regarding the ATA Western Grand, Utah State Shoot, and ATA Western Zone. It appears the shoot dates as listed are correct and no changes will be made unless necessary.

The shoot dates were approved by Kiersten and seconded by Austin. The Board unanimously approved the shoot dates.

Also regarding shoot dates, Chris asked the directors what we can do to improve attendance at the smaller clubs. Kiersten mentioned the biggest problem is ammo, but the numbers dropped before ammo became an issue. One idea Chris came up with was a rotating perpetual purse sponsored by

donations and the USTA. The idea of a perpetual purse was well received with a “nothing to lose” attitude to at least try it. Buckles were also brought up by dividing the clubs into 3 zones where the shooter with the highest score at the 3 clubs (on their designated shoot dates) would win a buckle or be eligible to compete at the State Shoot against other “zone” shooters for a buckle. Zone divisions mentioned were Helper, Vernal, Heber (east); Purgatory, Nephi, Spanish Fork (south); Tooele, Ogden, Golden Spike (north). Several ideas were thrown around in a lengthy discussion, but the idea was tabled for the next meeting.

That discussion evolved into trophies at the State Shoot. Chris asked what clubs present wanted to provide trophies for an event at the State Shoot as they did last year. Spanish Fork, Vernal, Nephi, Heber, and Helper all agreed to provide a trophy package for an event. The clubs not present will be contacted and given the same opportunity.

Another discussion involved reducing the trophy package for the State Shoot, especially the State Team, and providing extra money to the dedicated shoot dates of the clubs to enhance their trophies. This will be discussed again at the next meeting.

Chris brought up the idea of all the clubs getting together to purchase shells as a group as opposed to each club trying to purchase smaller quantities individually. All clubs present were in favor of the idea. After another lengthy discussion, it was decided to wait and see what opportunities present.

Chris asked the clubs if they would be willing to have Sean hold a clinic to teach a representative from each club how to maintain trap machines and how to set targets for different weather conditions. Where to hold the clinic(s) was questioned, as was paying for Sean’s time. Sean graciously volunteered his time. Kiersten said Spanish Fork would be happy to do it on one of their shoot dates. Holding it at a couple of different clubs was also brought up.

Getting trap help at small clubs was brought up as a problem. Chris proposed in exchange for reduced target prices for youth, they help out with scoring or even referring shoot-offs where needed after they finish shooting.

A question was raised about getting people to play more options. The problem seems to be people don’t play the options they don’t understand. It was recommended that an explanation of how each option works be put on the USTA website. Stacy “volunteered” Sean to write up something, but nothing was officially decided.

Chris let directors know if they run out of or lose the 5 free ATA/AIM memberships received at the beginning of the target year, they can always request more from the ATA. Most clubs stated they did not know that and felt they were limited to 5.

Kiersten was asked to put together a bid package for the State Shoot at our next meeting so the program can be finalized. Stacy also brought up looking into raising the amount we charge for options to provide a bigger payout.

Tee shirts and hats for the State Shoot were discussed. Stacy will take charge of getting tee shirts and look into hats. We will decide in January what we want to order.

Lack of participation pins at the 2021 State Shoot was brought up. Stacy recommended getting a combo 2021/2022 pin for next year. Chris rejected that idea and wants separate pins with the 2021 pins mailed to people who participated. Stacy was strongly opposed to mailing pins due to expense/packaging. We will somehow keep track of who shot the 2021 shoot and are shooting the 2022 shoot (thus receiving a 2021 pin) and will mail out pins to anyone not shooting in 2022 that are eligible for a 2021 pin. Chris volunteered to be in charge of ordering pins.

Kiersten made the motion to provide two separate pins; Kelly seconded. The Board unanimously voted to give out separate 2021 and 2022 pins at the 2022 State Shoot.

Kiersten brought up advertising in the State Shoot program. Chris repeated we want to have a smaller book, have a postcard made up, and have something on the website that provides a link to the program. The money brought in by advertising was offset by cost of printing, free targets, and two free dinners so it is being questioned if it is even worth the extensive amount of time and effort it takes to solicit advertising.

Chris questioned since we are 501(c)(3) if it is legal to give officers free targets. Stacy concurred according to what she has researched. As a non-profit, officers should not be given free targets as they are considered "volunteers." The conversation turned to another topic before this could be voted on and will need to be brought up at the next meeting.

Dennis mentioned they had 30+ kids join the SCTP in Heber above and beyond the 20-25 they already had. He thinks we are missing a market if we don't get these kids introduced to the ATA. Avery and Brandi started a conversation about getting USAYess and AIM to work together. After a very long discussion, we came to the conclusion that probably will never happen and the best we can do is get AIM to become more visible through advertising at ATA and non-ATA events such as high school rodeo events, etc., as the best way to get the word out that AIM is a thing in Utah. Chris encouraged gun clubs throw an AIM shoot on their dedicated shoot date.

Chris informed the clubs that grants are available to gun clubs to improve equipment, clubhouse, etc. Chris or Vicki can help the club with the application process. Grants can be applied through the ATA or Midway US.

Chris appointed Vicki Skelton as secretary.

Kiersten approved the motion; Stacy seconded. Vicki was unanimously retained as secretary.

The next BOD meeting will be held at Spanish Fork Gun Club on January 8 at 8 a.m.

Kiersten made the motion to adjourn; Austin seconded.

The meeting was adjourned at 5:30 pm.