



Quantico Shooting Club 2021 Annual Member Meeting





QSC 2021 Annual Member Meeting

- Welcome
- Old Business
 - Acceptance of previous Meeting Minutes
 - A Year of Improvements - The Year in Review
 - Ongoing Activities – Skeet House 4
- New Business
 - BoD Activities & Facilities Maintenance Plan
 - Operations Report
 - Treasurer’s Report
 - Secretary’s Report
 - RSO Report
 - Match Report
 - Match Director Comments
 - Open Forum
 - Elections



Old Business – Secretary

- Reading of the previous Minutes
- Acceptance of previous meeting's minutes



Old Business – A Year of Improvements

- A sample of the major accomplishments for 2021 – Theme was “See a Need, Fix the Need”
 - Increased membership 31% through active social and web forum recruiting
 - Increased financial reserves by approximately \$42,000 through match revenue, new members and volunteer admin
 - Increased RSO pool and initiated QSC RSO Testing, as well as a weapon’s familiarization course
 - Increased ranges opened for members
 - Increased matches across almost all categories, which brought in new members and increased revenue
 - Received a new 9-year authority to operate agreement with all Range Fees waived
 - Received additional storage Conex’s and moved them to a central location on the property
 - Updated website content and redesigned all member application forms
 - Fixed the International Bunker Pavilion's roof and returned the Bunker Controller for repair
 - Fixed the water line issue at the clubhouse and had a new line and two taps installed
 - Fixed the website’s back-end CIVICRM database
 - Fixed and performed maintenance on the Kubota
 - Installed new windows and LED lights in the clubhouse
 - Installed a mini-split HVAC and upgraded the electrical capacity in the clubhouse
 - Installed a wireless pull system for the skeet fields
 - Removed dead trees from the property and ground dozens of stumps on the property
 - Replaced and upgraded all IT systems
 - Painted the shotgun retaining fences for longevity and leveled the shotgun trailer for stability
 - Bought a new Zero-Turn mower for the grounds
 - Bought sufficient power and hand tools for match and daily operations

Old Business – Skeet House 4

- Corner support and 2nd floor's joists eaten by termites – also has water intrusion
- MCBQ facilities surveyed the house – QSC emphatic, don't condemn house
 - Facilities highly suggested self-help
- UPDATE – House may be condemned and torn down unless we commit substantial funds to rebuild – **Repair estimate up to \$9,500 – will initiate repairs fall 2021**





Old Business

➤ Any additional Old Business?

New Business – Board Activities

- The Board remained committed to upgrades supporting growth and operations
 - Activities slowed this last quarter due to Mark Drinkwater's resignation and the subsequent departure of Clint Anderson and other club officers



New Business – Board Activities





QSC Facility Maintenance Plan

QUANTICO SHOOTING CLUB - FACILITIES MAINTENANCE PLAN			
REQUIREMENT	COORDINATION OR MATERIALS REQUIRED	STATUS	COMMENTS
PROCURE A VENT FOR THE CONEX	PROCURE & INSTALL A VENT KIT	WORKING	INSTALL IN CONEX FOR MOSITURE CONTROL
WORK ORDER FOR A NEW DOOR	CONTACT S3 FOR A WORK ORDER	WORKING	WORK ORDER SUBMITTED IN MAXIMO - #S1967988
WORK ORDER TO MOVE CONEXES	CONTACT S3 FOR A WORK ORDER	WORKING	WORK ORDER SUBMITTED IN MAXIMO - #S1967992
SCRAPE & PRIME THE GREEN CONEX	SCRAPE RUST FROM THE GREEN CONEX	WORKING	OUTSIDE - TO PERPARE IT FOR PAINTING - CHEAPER TO SANDBLAST?
SCRAPE & PRIME THE GREEN CONEX	SCRAPE RUST FROM THE GREEN CONEX	WORKING	INSIDE - TO PREPARE FOR PAINTING - CHEAPER TO SANDBLAST?
RUST COAT GREEN CONEX	PROCURE RUST INHIBITOR	WORKING	SPRAY/PAINT THE OUTSIDE/INSIDE SPOTS
PAINT THE GREEN CONEX	PAINT THE CONEX ONCE RUST PROOFED	WORKING	SPRAY THE OUTSIDE AND INSIDE
SCRAPE THE NRA CLAYS TRAILER	SCRAPE THE RUST FROM THE TRAILER	WORKING	TO PREPARE FOR RUST PROOFING - CHEAPER TO SANDBLAST?
RUST COAT THE NRA CLAYS TRAILER	PROCURE RUST INHIBITOR	WORKING	SPRAY THE TRAILER
PAINT THE NRA CLAYS TRAILER	PAINT THE NRA CLAYS TRAILER	WORKING	PRIME AND FINAL COAT THE TRAILER
RECLAIM AREA BY SHOTGUN TRAILER	PROCURE CLEAN FILL TO LEVEL AREA	WORKING	CONTACTED DAVID STOCKS TO ASSIST - SITE VISIT CONDUCTED 9/10/21
FINISH STAINING SHOTGUN FENCES	PROCURE GREEN STAIN	WORKING	COAT THE TOPS OF UPPER BOARDS NOT REACHED BY SPRAYING
BUILD RAMP FOR MOWER CONEX	2" x 10" x 84"	WORKING	
REPLACE POWER WASHER WATER PUMP	REPLACEMENT WATER PUMP	WORKING	PUMP ORDERED - ALSO AWAITING KEYWAY
PERMANENT WOBBLE TRAP STORAGE	RUBBERMAID STORAGE CONTAINER	WORKING	PRICING SHEDS THAT WILL GET TRAP OUT OF THE ELEMENTS
POWER WASH THE INT PAVILION	NEED TO FIRST FIX THE POWER WASHER	WORKING	PARTS ORDERED
STAIN THE INT BUNKER PAVILION	PROCURE GREEN STAIN SIMILAR TO FENCES	WORKING	TBD
MOVE KD BACKERS FROM GREEN HOUSE	MOVE DURING KD FRAME WORK PARTY	WORKING	CLEAN OUT THE GREEN HOUSE OF ALL BACKERS, FRAMES AND TARGETS
CLEANUP WHERE TREES WERE REMOVED	RAKES	WORKING	NEED TO CLEANUP THE AREAS WHERE THE TREES WERE REMOVED ON SHOTGUN
CHECK WITH COMCAST FOR CABLE	CALL COMCAST FOR AVAILABILITY	COMPLETE	NO COMMERCIAL OR RESIDENTIAL SERVICE AVAILABLE ON THE WEST SIDE OF BASE
BLINDS FOR WINDOWS - 4	NEW LIGHT FILTERING BLINDS - 36" X 64"	COMPLETE	NEED TO BE OUTSIDE MOUNTED
REMOVE DEAD TREES	PUBLIC WORKS PROJECT	COMPLETE	WORK ORDER SUBMITTED IN MAXIMO - #S1967997
PROCURE A MITER SAW	DUAL BEVEL, COMPOUND	COMPLETE	USE FOR GROUNDS MAINTENANCE, MATCHES AND WORK PARTIES
MITER SAW STAND	PNUMATIC	COMPLETE	EASE OF USE AND PROTABILITY FOR THE MITRE SAW
CUT DOWN PRICKER BUSH AT INT.	BRUSH CUTTER	COMPLETE	
REPLACE KEY BOX	NEW KEY BOX AS HANDLE BROKE	COMPLETE	ORDERED THROUGH AMAZON
KD FRAM WORK PARTY	WALL PAPER PASTE	COMPLETE	ORDERED FROM AMAZON - NO OTHER SUPPLIES NEEDED ACCORDING TO OTTO
POWER WASH THE JD TRACTOR	DEGREASING FOAM	COMPLETE	NEED TO ALSO MOVE FROM RODENT INFESTED CONEX TO WHERE ZTR IS HOUSED
PREPARE THE CONEX FOR THE JD	CLEAN THE CONEX TO RECEIVE THE JD	COMPLETE	
WEED EAT THE INTERNATIONAL FIELD	GAS WEED EATER	COMPLETE	NEED A REGULAR SCHEDULE TO KEEP RANGE CLEAN
WEED EAT THE SHOTGUN FIELDS	GAS WEED EATER	COMPLETE	NEED A REGULAR SCHEDULE TO KEEP RANGE CLEAN
WEED EAT THE SHOTGUN WALKWAYS	GAS WEED EATER	COMPLETE	NEED A REGULAR SCHEDULE TO KEEP RANGE CLEAN
KILL WEEDS AND GRASS BY CLUBHOUSE	ROUNDUP	COMPLETE	ROUNDUP EXTENDED SPRAYED
KILL WEEDS AND GRASS IN PARKING LOT	ROUNDUP	COMPLETE	ROUNDUP EXTENDED SPRAYED ACROSS PARKING AREAS
REORG GREEN CONEX FOR TOOL STORAGE	HANGERS TO MOUNT TOOLS	COMPLETE	ORGANIZE TOOLS AND HANG ITEMS FROM WALLS TO LIMIT ANY WATER EXPOSURE
BUILD SHELVES FOR THE GREEN CONEX	2X4s FROM STOCK	COMPLETE	REUSED SHELF FROM CLUBHOUSE
CLEAN OUT GREEN CONEX	CONSOLIDATE TOOL STORAGE	COMPLETE	MOVE SHOOTING SUPPLIES TO ALT CONEX
SEAL GREEN CONEX FROM RODENTS	EXPANDING FOAM	COMPLETE	SPRAYED AREAS OPEN TO THE OUTSIDE TO PREVENT RODENTS FROM ENTERING
SHOTGUN HOOPS/ACCESSORIES OFF GROUND	HANGERS TO MOUNT ON FENCES	COMPLETE	PROCURED HANGERS AND HUNG ITEMS ON THE RETENTION FENCES
WEED CONTROL ON CLUBHOUSE DRIVES	ROUNDUP	COMPLETE	SPRAYED AREAS TO KILL WEEDS AND STOP WEED INTRUSION TO PARKING AREAS
PREPARE TARGT STANDS FOR SALE	1X2s FOR UPRIGHTS & CARDBOARD	COMPLETE	SUPPLIES ON HAND
REVIEW AND RE-LABEL FILES	LABEL MAKER	COMPLETE	REVIEWD FILES, ESTABLISHED SEPARATE FILES FOR ALL PERTINENT DOCUMENTS
RETROFIT THE GAS CANS	LEGACY SPOUTS AND VENTS	COMPLETE	ORDER FROM EBAY AND REPLACE THE SPOUTS, DRILL FOR VENTS



New Business – Operations Report

➤ Upcoming Range Issues:

- Range 1 rehabilitation project initiated by WTBN / Range Management and will continue throughout the remainder of the year. Will limit our access to the range and impact on recreational fire opportunities – **UPDATE = R1 is available for use as of 15 January.**
- Target Pit Backstop Berm Remediation Project will start immediately following the Thanksgiving holiday and will close Ranges 1 through 4 through the end of the year – **UPDATE = Remediation continues through February 4th due to weather delays.**
- QSC is no longer handing the base DBIDS access process – All actions undertaken at the Visitor's Center



New Business – Operations Report

➤ Upcoming Events:

- Steel Challenge – 16 January on SAT - CANCELLED
- High Power / Vintage Rifle – 12 February on R3
- USPSA – 12 & 13 February on SAT – Tentative, Possible Range Conflict
- Steel Challenge – 20 February on SAT
- USPSA CRSO Seminar – 26 & 27 February on Sat
- High Power / Vintage Rifle – 12 March on R3
- USPSA – 12 & 13 March on SAT
- Steel Challenge – 20 March on SAT
- PRS Centerfire – 26 March on R4
- PRS Centerfire (Gas Operated) – 27 March on R4



New Business – Treasurer's Report

➤ QSC Bank Accounts – Minimum Balances Set at \$25K for Each Account for Club Solvency

➤ Checking:

- 1 January 2020 = \$18,722.76
- 1 July 2020 = \$22,091.40
- 1 Oct 2020 = \$31,267.33
- 31 Dec 2020 = \$39,750.90
- 16 Apr 2021 = \$62,806.66
- 13 Jun 2021 = \$67,938.68
- 15 Oct 2021 = \$69,838.28
- 14 Jan 2022 = \$84,227.20

➤ Savings (May be used for large, unexpected or capital expenses):

- 1 January 2020 = \$25,016.13
- 1 July 2020 = \$25,022.30
- 1 Oct 2020 = \$25,024.54
- 31 Dec 2020 = \$25,026.44
- 12 Apr 2021 = \$25,028.30
- 13 Jun 2021 = \$25,030.18
- 15 Oct 2021 = \$25,032.18
- 14 Jan 2022 = \$25,033.98



New Business – Treasurer's Report

➤ As a reminder, the QSC Must Pays:

QSC Must Pays – Membership Cost Calculated at the Average Rate of \$118

➤ QSC Admin – 21hrs week = \$19,656 annually = 167 Memberships	➤ QSC EMT = \$1,050 monthly = \$12,600 annually = 107 Memberships
➤ QSC Insurance = \$4,145 (\$3,868) annually = 35 Memberships	➤ QSC Clubhouse Lease = \$5,000 = 43 Memberships
➤ QSC Managed Web Services = \$250 monthly = \$3,000 annually = 25 Mbrs.	➤ QSC Porta-John = \$220 monthly = \$2,640 annually = 23 Memberships
➤ QSC Phone & Internet = \$300 monthly = \$3,600 annually = 31 Memberships	➤ QSC Accountant = \$417 monthly = \$5,000 annually = 42 Memberships
➤ QSC MS Office 365 = \$55 monthly = \$660 annually = 5 Membership	➤ QSC Quickbooks = \$40 monthly = \$480 annually = 4 Memberships
➤ Payroll Liability = \$100 monthly = \$1,200 = 10 memberships	➤ QSC Lease Administration = \$1,000 annually = 8 Memberships
➤ Facility & Grounds Maintenance = \$2,500 = 21 Memberships	➤ Equipment / Repairs & Ops = \$5,000 annually = 42 Memberships
➤ Must pays (club required operations) equal \$66,481 or 563 Paid Memberships Annually. This is up from the \$46,000+ / 399 reported in Oct 2021 due to having to again pay an administrator in 2022.	

➤ Current liabilities:

- Annual Lease Payment - \$5,000 – Usually due in September but QSC has not yet been billed
- Navy Administrative Fee - \$5,000 – Supposedly billed to the USMC – Awaiting invoice to QSC

QSC Treasurer's Report - Items For Sale

- Apple iMac – Gently Used 21.5” – Bought new (Best Buy) in Apr 2020 and Used through Nov 2020 - \$650
 - Core I5 @ 2.3GHz, 8GB Memory with a 1TB hard drive
 - QSC transitioned to Windows machines - Reset and is ready to go to a new home
 - Fully functional, like new, includes keyboard and mouse, but no box
- Target Stands – GT Targets metal frame with 1x2 uprights and cardboard backer - \$20
- Oak Firewood - Free



01/15/2022



Quantico Shooting Club





New Business – Secretary’s Report

➤ Membership Report

	April 2021	May 2021	June 2021	July 2021	August 2021	September 2021	October 2021	January 2022
Regular Members	899 (74%)	972 (73%)	976 (74%)	1035 (74%)	948 (75%)	918 (75%)	918 (75%)	1030 (75%)
Associate Members	318 (26%)	352 (27%)	344 (26%)	359 (26%)	318 (25%)	301 (25%)	313 (25%)	352 (25%)
TOTAL MEMBERS	1217	1324	1320	1394	1266	1219	1232	1382

- Membership ratio is well within the MCBQ directed 2/3 Regular – 1/3 Associate member requirements
- This time last year we had 1056 members. Today we have a membership of 1382. Roughly 31% growth.



New Business – RSO Report

RSOs are the lifeblood of the Club – Ranges don't open without our RSOs

- There are currently 82 certified RSOs
- There are 6 club members with expired RSO certifications
- RSO Volunteer Efforts (last 12 months):
 - 52 RSOs have opened 0-5 ranges
 - 15 RSOs have opened 6-10 ranges
 - 10 RSOs have opened 11-15 ranges
 - 6 RSOs have opened 16-20 ranges
 - 4 RSOs have opened 21-25 ranges
 - 3 RSO has opened 26-30 ranges
 - 0 RSOs have opened 31-35 ranges
 - 4 RSOs have opened 35+ ranges
- There are 2 members enrolled in the MarineNet CBT Basic Range Safety Course
- There are 0 members currently waiting to attend to MCBQ OIC/RSO In-Person Brief



New Business – RSO Report

- Range Utilization Report – October – December: 28 Weekend Days Available
 - 4 days – Range Control Closed (Holiday / No Unit Training) (14%)
 - 24 days – Ranges Open (86%) NOTE: Not all ranges available due to lead remediation activities
- Range Openings:
 - Recreational Fire:
 - Range 1 (Rec Fire) – 1 days
 - Range 2/3 (Rec Fire) – 0 days
 - Range 4 (Rec Fire) – 10 days
 - Range 305 (Rec Fire) – 7 days
 - SAT Range (Rec Fire) – 5 days
 - Shotgun (Rec Fire) – 9 days
 - Match Events:
 - Range 1 (.22 PRS Match) – 0 days
 - Range 3 (GSM / XTC / EIC Match) – 0 days
 - Range 4 (PRS / Rifle Matches) – 1 day
 - Range 305 (PRS Rimfire) – 1 day
 - SAT Range (USPSA / SC Matches) – 10 days
 - Shotgun (Matches) – 0 days
- *October – December: 44 Ranges Opened – About 800+ Members and their Guests enjoying shooting sports through the QSC*



New Business – Match Report

- QSC held 24 matches in 2020 and 2021 to date QSC has held 40 matches and cancelled 10 events

QSC MATCH REVENUE											
MATCH	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	3RD QTR TOTAL	YTD
USPSA	\$2,305.00	\$ 660.00	\$ -	\$2,252.00	\$ -	\$2,075.00	\$2,336.00	\$2,440.00	\$1,945.00	\$ 6,721.00	\$14,013.00
STEEL CHALLENGE	\$ 925.00	\$ 800.00	\$ 700.00	\$1,340.00	\$ 425.00	\$ 860.00	\$ 500.00	\$ 560.00	\$ -	\$ 1,060.00	\$ 6,110.00
PRS CENTERFIRE	\$ -	\$2,250.00	\$1,951.00	\$1,895.00	\$ -	\$ -	\$2,970.00	\$1,415.00	\$ 815.00	\$ 5,200.00	\$11,296.00
PRS RIMFIRE	\$ 500.00	\$ -	\$ 540.00	\$ 870.00	\$ 650.00	\$ 894.00	\$ 655.00	\$ 495.00	\$ 675.00	\$ 1,825.00	\$ 5,279.00
VINTAGE PRECISION & GSM	\$ -	\$ -	\$ 90.00	\$1,645.00	\$ 250.00	\$1,850.00	\$ 150.00	\$ 70.00	\$ 595.00	\$ 815.00	\$ 4,650.00
NSSA	\$ 120.00	\$ 90.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 210.00
TRAP	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL	\$3,850.00	\$3,800.00	\$3,281.00	\$8,002.00	\$1,325.00	\$5,679.00	\$6,611.00	\$4,980.00	\$4,030.00	\$ 15,621.00	\$41,558.00

- About 50% of revenue is reinvested through match equipment and infrastructure improvements
- 2022 goals
 - Continued self-sufficiency for each discipline – Match fees fund all activities with no further QSC investments
 - Reduce re-investments to no more than 25% of match revenue – Use funds to further build club reserves



New Business – Match Director Comments

- USPSA – Tim Hichak
- Steel Challenge – Kevin Shannon
- PRS Centerfire – Tim Hichak
- PRS Rimfire – Ken Freeman
- Vintage Precision – Jim Otto
- GSM – Rich Martinez
- Shotgun – Still Seeking a Field Director



New Business – 2022 Focus & Member Discussions

- 2022 Board Focus – Final Direction / Decisions Pending New Board Elections / Priorities
 - Financial Reserves - Move a higher percentage of match revenue to reserves (75% vs 50%)
 - Shotgun Houses – Fix roofs to preserve environmental integrity
 - Website Refresh – Update for site for speed, content and mobile friendly use
 - Membership Categories - Updates and new, simplified application and renewal process
 - New ATV – Kubota functional but aging
 - Club Marketing – Continue activities to increase membership
- Member Discussions
 - Any other new business?
 - Open Forum



FINAL DISCUSSIONS

ANY SAVED ROUNDS?



2022 Board Elections

- Skip Booth will now conduct the elections for the 2022 Board of Directors
 - Rules
- Nominated to remain in place:
 - John Monaccio – President
 - Al Jardines – From Member at Large to Vice President
 - Any other nominations?
- Board vacancies:
 - Secretary – Kevin Roth
 - Treasurer – Jay Hart
 - Member at Large – Tim Hichak
 - Any other nominations?